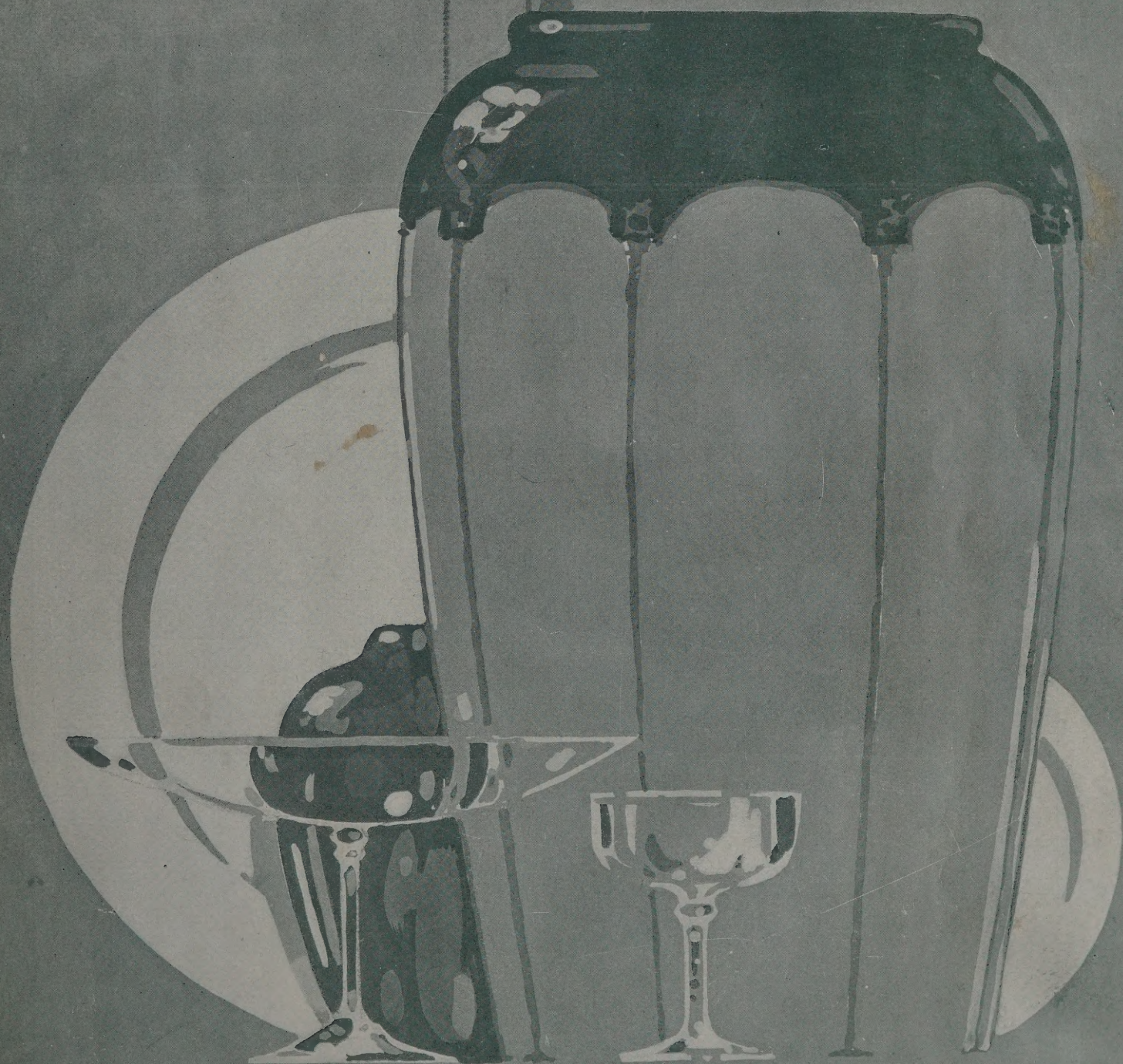


POTTERY & GLASS



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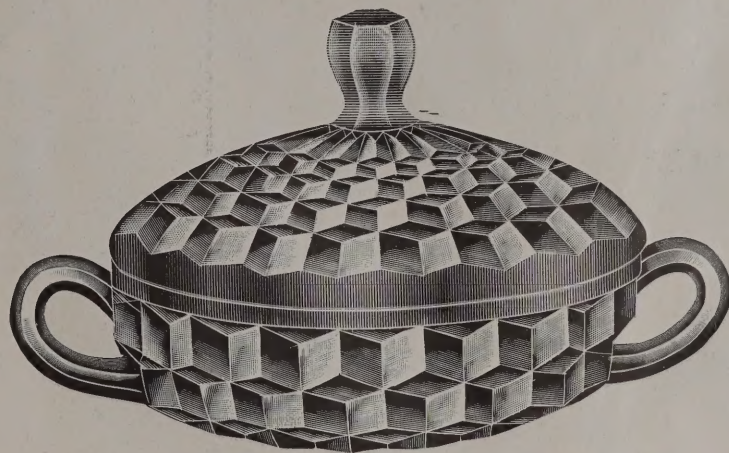
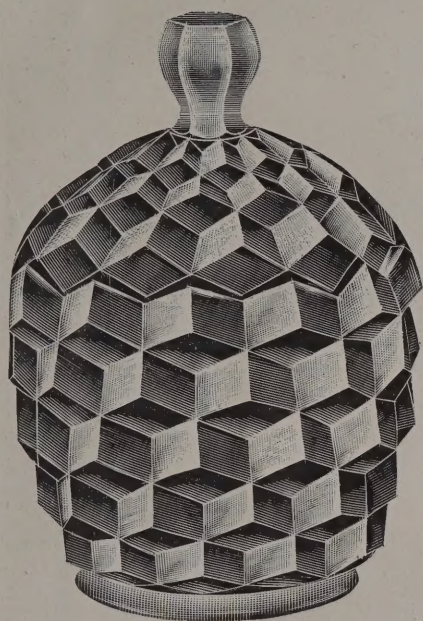


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"Pouring Tea," a modern American painting of interest to the trade by reason of the importance in the subject of the unique tea set and jardiniere. Reproduced by courtesy of the artist, W. W. Churchill.

POTTERY & GLASS

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The Planner Versus the Plugger

TWO CLASSES OF BUSINESS MEN THAT ARE DISTINCTLY AND FUNDAMENTALLY DIFFERENT
THE ONE WHO PLUGS FIRST AND THINKS AFTERWARD, AND THE ONE WHO
THINKS AND THEN PLUGS

PEOPLE are divided into three classes. These divisions are not described in the books, nor authorized by the universities, but the practical business man realizes that they are true, nevertheless.

THE THREE CLASSES ARE

First: The hard thinker.

Second: The hard worker.

Third: Other people.

In this article we are not interested in the "others." We are interested only in the first and second divisions. There are only two types of business men which are worth considering—hard workers and hard thinkers. These two types are distinctly and fundamentally different. One plugs first and thinks afterwards; the other thinks first and then plugs. One lets his gray matter work hard straightening everything out and telling just what to do before he does anything. The other plunges in and does it, and then afterwards lets his gray matter tell him how it might have been done better.

SEEING FUTURE CONDITIONS.

These are not fantastical nor theoretical divisions; they are divisions that are made after long experience in a large way with business men. The modern enormous development, concentration and intensification of business has drawn into the limelight a far-reaching discovery. The business men who are at the helm guiding great affairs and making the biggest successes, are not the men who are handling details. They are the men who can think clearest and see farthest ahead. They are the men who determine how their business should be conducted to meet the conditions that will arise.

THE MOST PROFITABLE EMPLOYEE.

Here is the president of a big company drawing a salary of one hundred thousand dollars a year. "How can any man actually earn that amount of money?" you say. As a matter of fact, that president may in reality be the most profitable employee which that com-

pany hires. He may save the company from the most costly mistakes, and lead it into the channels which will yield the largest dividends.

TOO CLOSE TO OWN BUSINESS.

Most men are too close to their own business to be good judges of what ought to be done. They cannot see their business as others see it. They feel down deep in their hearts that they know their own problems, that they have put their best effort into them, that they have worked day and night to solve them. They feel that their own situation is peculiar, that they know it better than anybody else could know it, that nobody from the outside could understand their peculiar situations.

ACQUIRING A NEW PERSPECTIVE.

Several years ago a business man in Chicago had pneumonia. He had worked so hard that his recovery was very slow. For a while it looked as if he would have to give up his business entirely and go to the mountains for a year. Day after day he made his way into the park and sat there in the bright sunshine, trying to breathe in new strength and regain his health. After a while he became strong enough to visit his business again. The business had not changed; it had been managed well; the receipts had not fallen off, neither had the profits, but it did not look the same to him.

He had been too close to a greater and more important thing than his business. As he looked around on his business, after his return, it looked small. So many things about it looked unnecessary and useless.

He went back to the sunshine and the open air and tried to readjust himself to the new situation. Then there came to him the thought that he had changed; his vision had broadened and deepened; he was now seeing his business as others on the outside might see it if they had his intimate knowledge of it.

NEW IDEAS OF OWN BUSINESS.

The new idea of his own business was a tonic to

POTTERY AND GLASS

him; he gained strength rapidly, the inspiration of a new imagination filled his mind and his heart. He soon went back to that business and took the reins. Not as he used to—he no longer had any desire to be the first one there in the morning and the last one away in the evening. His desire was to save himself, to build up his strength and keep his body in the best possible condition for helping his mind to think clearly.

NOW EARNS MORE MONEY.

Every day for a while he went back to the park and sat in the sunshine, whenever there was sunshine, and thought over the meaning of the difficulties and problems and successes of the day, and tried to extract from each success or failure a principle or a policy on which to base future actions. The end of the story is obvious—that man is a free man; he earns more money for himself; he earns more money for his business; he earns more money for his employees than he ever did before. His employees have more faith in him, his credit is higher in the business world because he has made a reputation as a shrewd man with a sound judgment and a keen insight into the business future. He does not “work” one-half as hard as he did before (since, as some say, thinking is not work). He enjoys himself ten times more than he did. He travels; he mingles with other business men of all kinds; he is interested in affairs; he is looked upon by his fellow business men as a big, broad, successful man “with a future.”

A TERRIBLE CALAMITY.

A retail dealer in New England had a terrible calamity befall him. He had started his career as a \$7-a-week clerk in a retail store. He was a hard worker and a capable salesman; his salary grew, and he was saving. Finally, he made a break and went into business for himself. He worked very hard. He was so anxious to succeed that some even thought that he was “sharp” in some of his practices. He made a success; that success, so some thought, puffed him up, just as some retailers will get puffed up because they have done a little better than other retailers in their locality.

Then one day his wife, while at home, upset a lamp; her dress caught fire and she was horribly burned. For four months this man left his business and stayed by his wife night and day, trying to save her. It was of no avail. After she died, somehow, a great deal of “heart” that he had put in his business before had gone out of him.

FOUR HOURS A DAY.

He used to go down to the store every morning, but by noon he could not bear it any longer, and would go away—to the country club, or a ball game, or driving, or fishing, or to call on a friend, or to a theatre, or off for a long walk. Sometimes he would get on a train and visit some nearby town and call on the stores that traveling men had said were successful. He would study the way they conducted business.

The result of such a course was to give him a broader, surer grasp of his own business. It was not many weeks before the fact dawned on him with a power that changed his whole way of thinking. He saw that he was worth more to his business if he stayed in the store from eight to twelve in the morning, than if he stayed there from eight in the morning until seven in the evening, because he then had six to eight hours for planning.

THE BALANCE IN PLANNING.

Then he said to himself: “If this is so, why should I not have two stores? If I can make more money on my own store by spending only four hours a day in it, and the rest of the time in getting my mind clear, and in learning how stores like mine are run successfully, then why can I not just as easily run two, three or five, or as many stores as I like?”

So this man took on a second store. How many he will have eventually, nobody knows. There is a little woman in Ohio, who started on the same road, and now has ten successful stores.

Most men have more in them than they think. There is no limit to the number of stores or the size of a business that a man can manage successfully, pro-

(Continued on page 22)



A section of the housefurnishing department of W. C. Leonard & Co., Saranac Lake, New York.



Interior of the Sioux City Crockery Co. store, Sioux City, Iowa.

Murano Glassware---Its Decline and Revival

IN Europe, after the fall of the Roman Empire, the glass industry was neglected until a revival set in in Venice. Ordinary glass articles were being manufactured in Venice in 1291, and the Great Council of the Venetian Republic, fearing the danger of fire, ordered that glass manufactures should only be carried on outside Venice, on one of the islands of the Lagoon. Murano was chosen as the centre of the Venetian glass industry, and on this island the large glass factory was built. Marco Polo brought with him from the Orient all kinds of wonderfully colored gems, and the glass workers imitated them in glass paste with great success, under the mastership of Cristoforo Briani and his pupil Domenico Miotto.

The art of manufacturing glass gems was a branch of the great Murano glass works, and went under the name of Arte del Margaritaio. The workers excelled in the art of imitating opals, agates, chalcedony, jasper, porphyry, serpentine and granite; the last three named varieties being used for the making of pavements and the decoration of walls. So widespread became the fame of these workers that there was a demand for their articles in Egypt, Abyssinia, Turkey, India and China. Glass vases, however, in this period seem to have been imported into Venice from Byzantium.

In the fifteenth century the Venetians became possessed of the secret of glass coloring and painting, the knowledge of which was brought to them from glass workers who were taking refuge in Venice, having escaped from the Turkish invasion of Constantinople.

In the sixteenth century the progress of the Murano glass workers was so great that it called the attention of the world to their workshops and the Oriental glass wares were no longer in demand, the Venetian patterns being the models which other na-

tions tried to copy and rival. The Murano workers began to decorate the ordinary colorless glass with the filaments of color with most charming and new effect, and this invention enhanced still further the beauty of the elegant shapes of the light, thin, wonderful glass which made the Murano glass industry immortal.

The discovery of filigree glass enhanced still further the splendor of the finished article, and the Murano glass work was prized accordingly, and the price and value of the article grew. At the time it had no rival, and the Head of the Council of Ten, who superintended the glass factories, fearing foreign competition, and seeing in it a danger to the welfare of Murano glass workers, gave an order forbidding the workmen of Murano to export the materials they worked in, such as alum and sand, or to carry on the industry abroad under penalty of imprisonment for their families who remained in Venice and threats of death for them if they were caught. This proved a successful measure, the demand increasing twofold.

In compensation, the glass workers were granted a great many privileges, and Murano had a special legislation and administration; the Venetian Republic favoring the glass workers in every possible way. They became famous and rich, and in 1573 Henri III., visiting Venice, was so struck by the artistic beauty of their ware that he raised the masters of Murano glass work to the rank of nobles, conferring French titles upon them in recognition of their merit. In the Golden Book of the Island the names of these ancient and honored glass workers are inscribed: Muro, Seguso, Motta, Bigaglia, Miotto, Briani, Gazzabini, Vistosi, Ballarin.

The glassware of the fifteenth and sixteenth cen-

(Continued on page 30)

Proper Lamps and Lighting

This is the fifth of a series of articles on light and its relationship to decoration. In it are considered some practical ways and means for ascertaining the right kind of light—and the proper degree of intensity—to use in any given interior. The pail and lamp method of light location is described and discussed; the ease of procedure of this method and the certainty of satisfactory results. A comparison is made between certain filament lamps, and a new improved type, and a table of colors and the change each undergoes under the various tinted lights is also given. The subject will be continued next month.



WE have now reviewed the several issues involved for the effective lighting of small globes—without reference to their environment—and of a type which would be used with a single gas mantle (inverted or upright) and a single electric bulb. The use of these small globes, whether in a group attached to a central ceiling fixture, or on side wall brackets, does not offer anything new or suggestive to the decorator. I am of the opinion that the ceiling fixture is a thing of the past. The side wall will serve as a *locale* for lighting which is purely functional—in the sense of suggesting atmosphere—but not for the purpose of actually illuminating an interior brightly. In revealing decoration it is the subtle touches of light which count. We do not want a searching exposure of every detail in a room. The ceremonial functions of the home are not so far removed from its average living requirements that diametrically opposites in lighting are needed to bridge the gap. Folks like to look their best everywhere. This doesn't mean that they shouldn't relax in their homes; and lighting, if properly constituted, will possess the requisite elements which encourage relaxation—unconsciously. There are times when the occupants of any interior are con-

scious of the necessity for a revealing light. At other times an illumination which is suggestive appeals. I am defining from the decorator's viewpoint two uses of light, one of a general, the other of a local nature. One may never tire of a room or its meaning. During the day, as the sun sweeps o'er the horizon, the aspect of the room is changing, modulated by the decorator's treatment of window spaces through which daylight, always varying with the position of the sun, imparts to this "interior-we-never-tire-of" an added charm with each hour of the day. The lengthening of a shadow, the glory of a touch of the setting sun, in a thousand ways, does this room become, in the true decorative sense, a part of us, our environment, our home, the expression of our intimate personalities, to those who can understand. At night, we must have lighting which will psychologically impress us with the quiet and peace of eventide. This feeling is best conveyed by the use of table lamps, depending in size and number upon the dimensions and treatment of the interior. In almost every room in a house there is need for more than one lighting effect. That is, there are times when we desire a light which reveals, generally. At other times, in the same room,

we are better pleased with one small light, perhaps over a desk, by a piano, or on a table, which seems to stimulate our imagination and make us conscious of an added charm to the "room-we-never-tire-of," a charm which has its greatest appeal in the twilight, which gives to our backgrounds an element of mystery, and then to the sound of music, fond memories begin to stir. Try to enjoy this mood in an interior lighted by the most "economic" utilitarian procedure. It can't be done, even with smoked glasses!

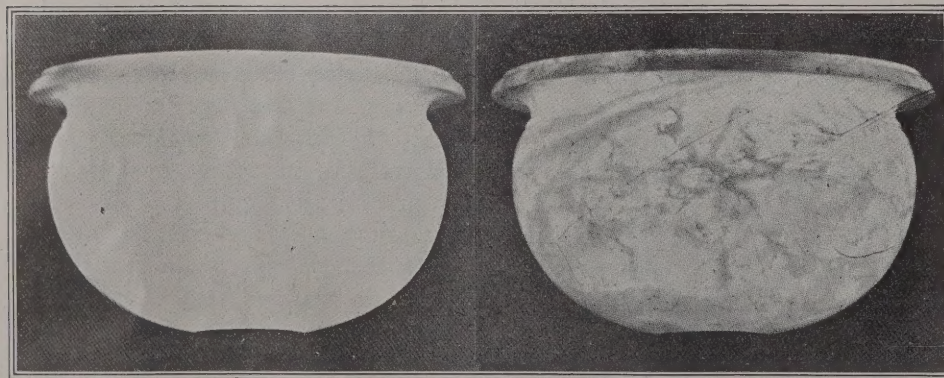


Fig. 5—The bowl on the left is Italian Alabaster, but one would never recognize it as such, the excess light transmitted causing it to resemble a cheap ground glass globe. The effect on the right results from cutting down this excessive transmitted light by placing a reflector over the lamp, allowing only enough light to escape through to bring out the pictorial beauty of the stone with its delicate veins and clouds.

POTTERY AND GLASS

Why all this talk about glare, color, and control of light? Patience! We must practice our scales and exercises before attempting to play a difficult selection, and any lighting is "difficult" which is *different* from the commonplace. With Lighting as with

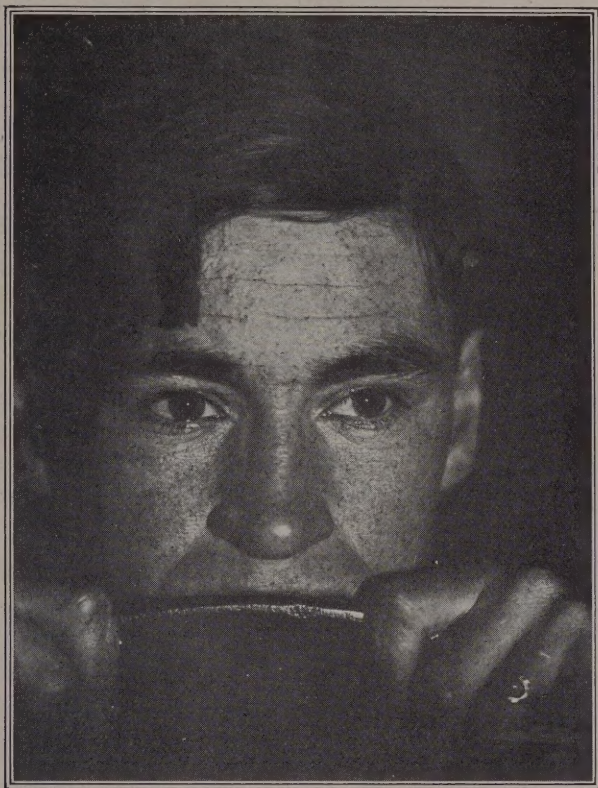


Fig. 7A—Showing how a person looks under a harsh, white, garish light.

Music, *technique* is a *means to an end*, and without technique the ambition of Genius cannot be gratified. Temperament and Inspiration are handicapped without Technique. This is not a plea for Utilitarianism, in the sense of regarding Technique as a purely utilitarian factor, for Individuality (comprising Originality, Imagination, and Perspective) rules in determining the esthetic value of the whole. Given a flawless technique—in the form of a player piano—and it is remarkable to hear two persons—with and without temperament—play the *same* selection. One rendition is a mechanical nightmare pure and simple, the other *music*—the personification of genius. This is why it is necessary for us to consider momentarily these conflicting and important themes which give brightness, form and color to the Symphony of Light.

The earlier form of illuminants were mentioned because there is an historical element of interest in such reference. Now we will consider the present status of these sources of light, and show how they may be adapted to the instant gratification of the decorator's caprice or inspiration. The latest achievement in the perfection of the tungsten lamp is told by Fig. 1. The

bunch of globes illustrated consists of 23 carbon types of lamps—the kind with the coil filament—each costing 1 cent an hour to burn. The latest achievement (on the right) is the Improved Westinghouse Mazda lamp, with a concentrated or coiled filament. This lamp will prove a veritable boon to decorators in enabling them to carry out any lighting scheme economically. Instead of a vacuum, this lamp bulb is filled with an inert gas, which does not support combustion, and the size illustrated (500 watts) gives more light than the whole group of *twenty-three* carbon lamps! On a basis of cost measured by the meter (and that is the best way of making cost comparisons, because monthly bills are based on the meter's reading) at a 10 cent rate the 23 carbon lamps would cost 23 cents per hour, and the Improved Westinghouse Mazda 5 cents per hour! These lamps are at present available in 400, 500, 750 and 1,000 watt sizes, the latter size giving almost 2,000 candlepower! The significance of these lamps to the decorator is expressed by one word—*adaptability*. Vases, urns, pedestals, fountains, rendered in plaster, Pompeian stone, or marble, suited to any decorative environment, or to any purse, *all* may be combined with these wonder lamps without expense or difficulty, affording an agreeable departure from the tedious conventionality of the ceiling fixtures.

Select your vase, urn, or pedestal to conform with your scheme. There is no limit to the variety of de-

(Continued on page 27.)

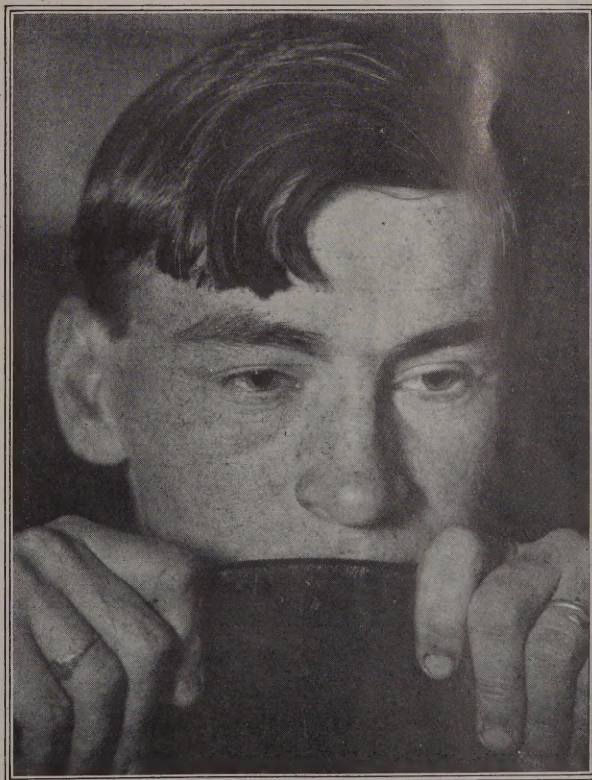
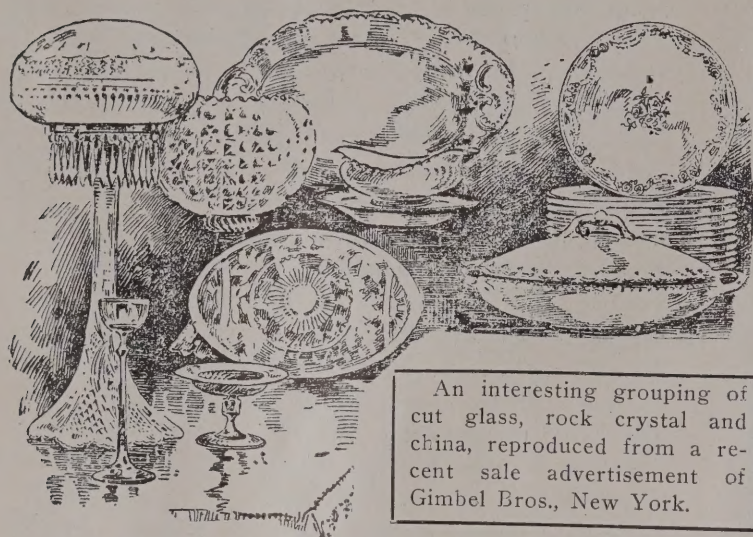


Fig. 7B—The same person appearing under softened light.

Among the Glass Houses

A PAGE OF ITEMS PERTAINING TO THE GLASS INDUSTRY GATHERED AT THE VARIOUS FACTORIES



An interesting grouping of cut glass, rock crystal and china, reproduced from a recent sale advertisement of Gimbel Bros., New York.

J EANNETTE, PA.—The founding of this town twenty-six years ago was appropriately celebrated on New Year's Day. In 1888 Jeannette was a vast sand lot and the McKee Glass Company was one of the first industries to be driven from Pittsburgh by exorbitant taxation. David Carle, who went from the South Side with H. Sellers McKee to what is now the thrifty little city, directed the affairs of the celebration. Fifteen years ago Mr. McKee disposed of his interests in Jeannette and has since resided in New York. He was the guest of honor and was royally entertained. The city was named after Mrs. McKee.

* * *

Washington, Pa.—The new furnace at the plant of the Duncan & Miller Glass Co., has been finished as has also most of the construction work on the improvements started several months ago.

* * *

Lonaconing, Md.—The new plant of the Dugan Glass Company, which started operations here some weeks ago, is now running smoothly in every department with a full roster of skilled employees. They are making four complete tableware lines, a line of bar goods and a short line of stationers' ware. The plant is one of the most modernly equipped in the industry, containing a fourteen pot deep eye furnace, six lehrs and the latest improved wind system. The latest and most practical ideas have also been used in installing the gloryhole system, the entire arrangement being different from that in vogue in most flint factories, resulting in a great saving of fuel and at the same time giving a greater amount of heat.

The factory building proper is 80x100 feet and special attention has been paid to ventilation and sanitation.

The packing room is 100x140 feet with a basement under the entire building, a splendidly equipped mold shop being located beneath the packing department.

One of the good features of the Dugan location is plenty of small help. Another attractive proposition for the employees is low rents and low cost of living as compared with other glass towns. These features enable the company to secure and hold a steady, competent and reliable set of skilled men, all of whom are well pleased with the location.

The official roll of the company includes Thos. E. A. Dugan, president and general manager; E. R. Sloan, secretary; D. R. Sloan, treasurer, and Alfred Dugan, factory manager.

* * *

Toledo, Ohio.—James J. Condon, formerly head of the Corona Cut Glass Company, of this city, has severed his connections with that concern and engaged in the cut glass business under his own name in the same city. The new factory will put out a distinctive line of cut glass specialties and will make a specialty of premium assortments.

PANAMA CANAL OPENS NEW TRADE ROUTES

ALTHOUGH only opened to traffic on August 15 last more than a million tons of cargo have passed through the Panama Canal during the first three months.

These figures indicate that the canal will carry from six to seven times the amount of tonnage than was transported over the Panama Railroad before the canal was opened.

It is expected that the tonnage through the canal will show each month an increase over preceding months as commerce adapts itself to the new route.

Thus far the eastbound traffic has been in excess of westbound traffic, the one being 621,080 tons as compared with 457,991 tons, with a total of 1,079,521 tons. This was carried in 212 vessels of which 110 passed on the westbound route and 102 on the eastbound route.

More than 95 per cent of this traffic was on the four great routes which developed soon after the canal was opened; the United States coastwise trade, the traffic between the Pacific coast of the United States and Europe, the trade of the west coast of South America with the Atlantic seaboard of the United States and with Europe and traffic from the Atlantic coast of the United States with the Far East.

Dealers Everywhere Read Pottery and Glass.



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley

The Seller's Remedy When He Finds He Has Sold a Bankrupt Buyer

THE following letter describes a situation which is arising almost daily in business houses:

Elton J. Buckley, Esq.

Dear Sir:—What are the rights of a creditor in a case like this: About March 1st of this year we sold a bill of goods to a firm of retailers in Lancaster, Pa. The goods were sold on terms of 2 per cent. in ten days, 30 days net. We had sold the firm some small bills before, but had never had any large dealings with them. This particular order was sent by mail, and we gave it no special thought, but shipped the goods. Ten days after they were delivered we received notice that they were bankrupt and had gone into the hands of a receiver. If they were bankrupt on March 14th, the date of the notice, they must have been in the same condition on March 1st, when they ordered the goods. Is not this a fraud, for of course they must have known their condition. What is our remedy?

I repeat that this same question is arising, and is likely to arise in the experience of almost any business house. Perhaps the interval between the date of the order and the date of receivership is not in many cases so short as this, but every-day sellers of merchandise are receiving notice that customers to whom they have recently sold goods are insolvent. The ideal remedy in such cases would be some such proceeding as replevin, by which the goods could be taken bodily back. When can replevin be used?

In the correspondent's case I am clear that it cannot be used at all, and that they will be obliged to take their percentage of dividend, whatever it may be, with the rest of the creditors. In fact, in the ordinary such case the goods cannot be reclaimed. The only theory on which goods can be taken back, after they have been sold and delivered, and title has—or ordinarily would have—passed to the buyer, is that ordering them when the buyer knew he was insolvent constituted a fraud which prevented title from passing. Much as a bank which accepts a deposit when it knows it is insolvent, is guilty of a fraud and is compelled to refund it in full. As a recent Pennsylvania case puts it: "The question for decision at this stage of the case is, did the receiving and retaining of the goods under the circumstances stated amount to such fraud in law as entitled the seller to rescind the sale and reclaim the

goods, even after they had gone into the hands of the receivers?"

The circumstances of this case, which the court decided did not constitute such a fraud as would entitle the seller to take the goods back, were interesting. The seller was an Ohio jobbing house, and the buyer a retailer in Chambersburg, Pa. The retailer sent an order, which the jobber accepted, and on December 31st shipped the goods. On January 6th they were delivered in Chambersburg, and on January 7th, one day after the delivery, and only seven days after the order, the retailer's creditors threw him into bankruptcy. They filed a bill charging that he was unable to pay his debts, he filed an answer admitting that the charge was true, and the business passed into the hands of a receiver.

The Ohio house took the position that the customer must have known on December 31st that he was insolvent and would not be able to pay, therefore his purchase was a fraud. They tried to replevin the goods, but the court said they were not entitled to; there was not sufficient evidence of fraud. This is from the court's opinion:

The mere fact that the buyer intended not to resist the bankruptcy proceedings which he expected would be instituted on the following day does not, in our opinion, put the plaintiff's (seller's) claim to rescind, and especially to reclaim the goods after they went into the hands of the receivers, upon a higher plane either by law of morals, than would be the fact if when he ordered them he intended not to pay for them.

The court even held that if the buyer had at the time of purchase a well-defined intention not to pay, he still would not be guilty of such a fraud as would allow the seller to replevin, "unless some false representation, trick or artifice of conduct which involves a false representation be added." Certainly not much protection to the seller there.

All the above comes to this: That a seller of goods under such circumstances as are here related, can get his goods back only where the buyer makes the purchase through some open fraud, such as representing himself to be solvent when he knows he is not.

Another case almost directly in point has just been decided by the Pennsylvania courts, but the law laid

down would be the law practically everywhere. Here the seller was a Philadelphia jobbing house and the buyer a Lancaster department store company. The latter bought blankets in July, which were delivered the following September 1st. On September 6th the buyer's largest stockholder—it was a corporation—filed a bill alleging insolvency, and the department store put in an answer admitting it. The Philadelphia house tried to replevin its blankets, but failed. The court said no fraud was shown. A portion of the opinion is as follows:

There was no proof that any misrepresentation was made when the order was placed, and the president of the defendant company (the department store), the only witness called on the point, stated that the company was solvent at that time. * * * There is no evidence that the stockholder who filed the application for receivership and the officers and directors of the company were in collusion, but when he announced that that was his intention, the directors agreed to file an answer admitting the insolvency, and this was accordingly done. It was testified that in July the assets were \$47,000 and the liabilities \$39,000, and that when the goods were ordered the president had no reason to believe that the company was insolvent, and he said in his judgment it was not; that he knew it would be insolvent on a forced sale; that they had the merchandise but were not able to turn it for the money to pay these bills.

This case differs somewhat from the other because here the president contended, with some plausibility, that he did not know the company was insolvent when he bought the goods, though he admitted that it would be on a forced sale. In the other case the company was insolvent beyond all question when the goods were bought. Under the law, however, it makes no difference whether the buyer is insolvent or not; if he makes no active, open misrepresentation as to solvency he is not guilty of fraud, and the seller has lost his goods. The principle is clearly summed up by a well-known legal author as follows:

It may be regarded as settled law that it is not fraud for a person in dealing with another and obtaining credit, merely to fail to disclose the fact that he is insolvent if no inquiry is made as to his financial condition. And it makes no difference in such a case that he is intentionally silent and knows that the other party is ignorant of his circumstances.

Obviously the way for the seller to get around this is for him to ask the buyer in so many words, whenever he thinks it necessary, whether he is insolvent or not. (*Copyright by Elton J. Buckley.*)

NEW JERSEY CLAY WORKERS' CONVENTION

WITH an enrollment of over one hundred members, the temporary organization formed last June under the name of The New Jersey Clay Workers' Association, was made permanent by the adoption of a constitution and by-laws at the first annual meeting of the association, held at Rutgers College, New Brunswick, N. J., on December 28 and 29.

The meetings were largely attended by representatives of all branches of the ceramic industry within the

state and many from nearby states. Dr. Austin Scott, mayor of the city, welcomed the association at the opening session, and, following an address by C. A. Bloomfield, president of the association, George H. Brown, of the U. S. Bureau of Standards, delivered an interesting lecture on "The Burning of Whiteware and Porcelain." Marc Solon, of the Mercer Pottery Co., and O. O. Bowman, of Trenton, also addressed the clay workers at the morning session.

The afternoon session opened with a business session, at which the following officers were elected for the ensuing year:

President, Chas. A. Bloomfield, Metuchen, N. J.; vice-president, John Maddock, Trenton, N. J.; secretary-treasurer, Cullen W. Parmelee, New Brunswick, N. J. Executive committee: Chas. Weelans, Trenton, N. J.; Robt. K. Bowman, Trenton, N. J.; E. C. Stover, Trenton, N. J.; H. A. Plusch, Perth Amboy, N. J.; D. R. Edgar, Metuchen, N. J.; H. C. Mehrhoff, Little Ferry, N. J.; Howard Valentine, Woodbridge, N. J.; D. J. Fisher, Sayreville, N. J.; Jas. D. Avery, Cliffwood, N. J.; Hubert Somers, Atlantic City, N. J.

A resolution was adopted requesting the Legislature to provide annually \$10,000 for the purpose of research by the Department of Ceramics at Rutgers College, for the benefit of the Clay Working industry.

A committee was appointed consisting of Messrs. D. R. Edgar, of the Edgar Bros. Co., Metuchen, N. J.; Abel Hanson, Fords Pottery Works, Fords, N. J.; J. S. Hibbs, J. W. Paxson Co., Philadelphia, Pa.; H. Valentine, R. W. & H. Valentine, Woodbridge, N. J.; Hubert Somers, Somers Brick Co., Atlantic City, N. J.; to investigate the inequalities of freight rates on domestic and foreign shipments of commodities and materials used by clay workers.

The other speakers and the topics of their talks were as follows:

The Use of the Local Red Shale for Vitrified Wares, by C. W. Parmelee of Rutgers College, New Brunswick, N. J.

The Use of Accurate Records in the Selection and Purchase of Fuel, by Mr. Carleton W. Hubbard, of the Fuel Engineering Co., of New York City.

The Preparation of Plaster Molds, by Mr. Geo. A. Williams, of Rutgers College, New Brunswick, N. J.

The Importance of the Saggar Department, by Mr. Geo. Simcoe, of the Electric Porcelain and Manufacturing Co., of Trenton, N. J.

Some Notes on the Effect of Alkalies, Acids and Salts on Clays and Clay Bodies, by Mr. A. V. Bleining, of the U. S. Bureau of Standards.

The Load Test of Clay Refractories, by Mr. A. V. Bleining, of the U. S. Bureau of Standards.

Membership in the organization is open to both residents and non-residents of the State of New Jersey, and it is confidently expected that the membership rolls will be increased materially before the next meeting.

Cost and Efficiency Systems for Glass Factories

HOW BEST TO SECURE A MAXIMUM AMOUNT OF PROSPERITY FOR THE EMPLOYER AND THE EMPLOYEE, AND THE WAY IN WHICH THE PRINCIPLE WORKS

BY J. T. FULLER, EFFICIENCY ENGINEER.

(Continued from December number)

According to chart Fig. 1, the maximum selling price has been reduced 45 per cent. for the following reasons:

KEEN COMPETITION: This illustrates a plant making a staple line of goods at a very close margin. Because of its large consumption and simplicity of manufacture, a great many plants are using it as a means to keep up their production and keep the furnaces running to capacity. For this reason the competition is very keen

and the selling price is reduced on an average of 15 per cent.

REDUCTION IN PRICE TO OBTAIN VOLUME OF BUSINESS: When orders are not coming in in proportion to the capacity of the plant, and stock is piling up in the warehouse, it is a signal for the sales department to get busy. The plant is designed to produce a specified number of tons per day, and when it is running below capacity the profits are greatly reduced. Upon investigation they find other firms in the same fix. It is then necessary to cut prices in order to get the volume of business necessary to keep the plant working up to capacity. This reduction will average 10 per cent.

SHREWD BUYERS: Buyers for large consumers of glassware receive good salaries for the reason that they are able to buy to better advantage than the average man. The slogan of many jobbing houses is "Well bought is well sold." Buying well is not alone buying goods that are marketable and pleasing to the trade, but buying at a lower price than the competitor. The method of beating down prices by competitive bids, which competitive bids are genuine or otherwise, is well known to the glass manufacturer. It has been estimated that the buyer has been able to save his firm on the average about 10 per cent.

DELAYED SHIPMENT AND POOR SERVICE TO CUSTOMERS: Frequently a customer will send in a rush order for some article that he has been using large quantities of, and it will be discovered that your stock is exhausted, whereas an anticipation of his requirements would have made it possible to fill the order promptly. Sometimes a large rush order will be on file and through oversight the factory will be working on stock orders. These, and similar instances, cause a loss of desirable business, and it is estimated that it will reduce the selling price on the average 10 per cent.

PROFIT: The maximum selling price, therefore, as shown by Fig. 1 is.....100%
Reduced prices amount to..... 45%

Net Selling price 55%
Total cost 54%

Net profit 1%

MATERIAL: By the introduction of a simple checking and inspection system, the loss in overcharges has been eliminated. By improving storage facilities and installing a system to keep track of stock materials, the item of "wasted and stolen" loss has been cut down 50 per cent. and unnecessary handling has been elimi-

(Continued on page 23)

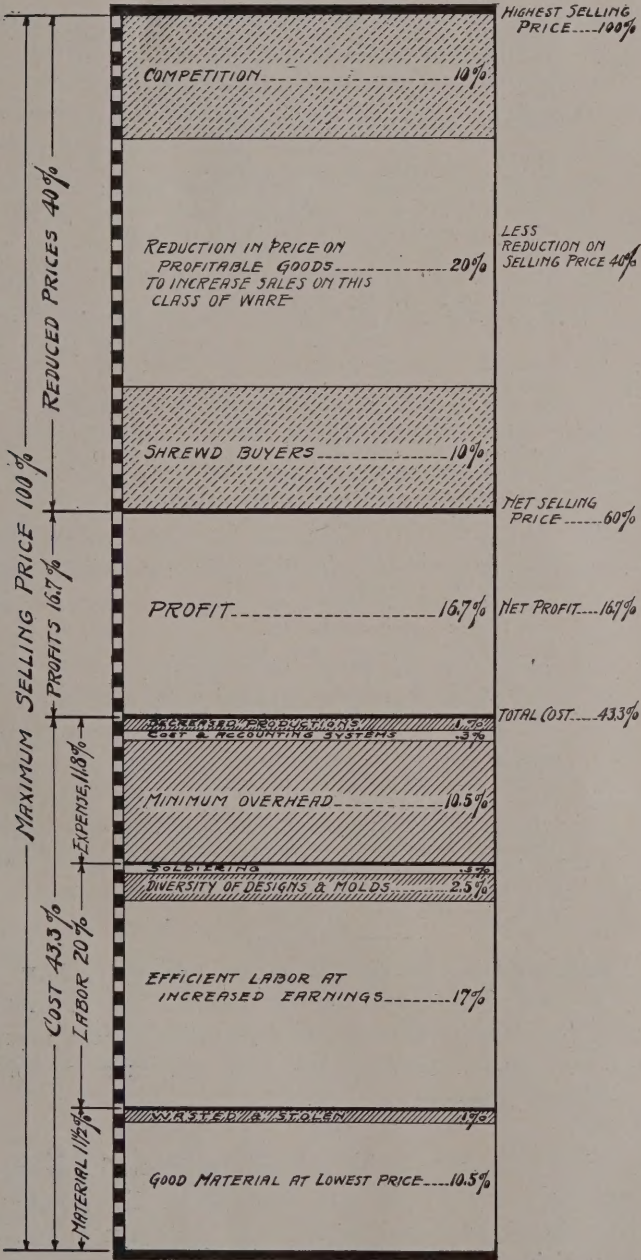


FIG. 2
THE EFFICIENT PLANT

This chart represents a factory that is well organized and developed to a high state of efficiency.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated April, 1905.
POTTERY AND GLASS, Founded 1908.
Amalgamated April, 1909.
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EASY BUSINESS.

NOTHING that can be gained without work, and the modern business man who expects to arrive at the much desired goal of success must make many sacrifices in time and in labor. And if he hopes to have a course as smooth as is possible he must depart frequently from old established customs and branch out on paths that are new; for, unfortunately, those who laid out the original plans of any business did not work as well as they might or seek the shortest roads to the desired destination. There are some merchants, naturally, who cling to the old ways because they believe them to be right and proper and surrounded by a certain sentiment of business custom. But if they are conscientious in their work and energetic they must leave the old, constantly, for the new; and they must not fear to cut off any of the branches of sentiment or tradition that obscure the view ahead.

A merchant was once asked why he did a certain thing in a certain way. He replied: Because it has always been done that way. Those in business in the firm before him had pursued the same method, and the trade, in general, recognized it as a definite custom. In short, it was a bred-in-the-bone tradition that could not be altered or deviated from by as much as the breadth of an inch. And even when the questioner had discussed the folly of this particular method, the merchant was loathe to leave it for a better plan. He reasoned that the new way might be better, more convenient, and more practical, but that if the trade in its development had worked out the method then existent, it was not for him to change or alter it in any manner.

But the folly of his logic was great, and he was creating obstacles before him, in his own path, instead of making easy a road which even at best is none too smooth. The following verses, written by a man who has learned his lesson by experience, tell in an interesting metaphor just how trade customs originate and develop; and at the same time, they reason towards the conclusion that a path, just because it is already in existence, is not the shortest way to the end desired.

The Calf's Path of the Mind.

One day through the primeval wood,
A calf walked home, as good calves should;
But made a trail all bent askew,
A crooked trail, as all calves do.

Since then two hundred years have fled,
And, I infer, the calf is dead,
And from that day o'er hill and glade,
Through those old woods a path was made;
And many a man wound in and out,
And dodged, and turned, and bent about,
And uttered words of righteous wrath,
Because 'twas such a crooked path.

This forest path became a lane,
That bent, and turned, and turned again;
This crooked lane became a road,
Where many a poor horse with its load,
Toiled on beneath the burning sun,
And traveled some three miles in one,
And thus, a century and a half,
They trod in the footsteps of that calf.

The years passed on in swiftness fleet,
The road became a village street;
And thus, before men were aware,
A city's crowded thoroughfare.
And soon the central street was this,
Of a renowned metropolis.
And men two centuries and a half,
Trod in the footsteps of that calf.

Each day a hundred thousand rout,
Follow the zigzag calf about;
And o'er this crooked journey went,
The traffic of a continent.
A hundred thousand men were led,
By one calf near three centuries dead.
They followed still his crooked way,
And lost one hundred years a day.

Men are prone to go it blind,
Along the calf paths of the mind,
They follow in the beaten track,
And out, and in, and forth, and back,
And still their devious path pursue,
To keep the path that others do.
But, how the wise old wood gods laugh,
Who saw the first primeval calf.

PARAGRAPHS OF INTEREST TO THE RETAILER

In describing goods to the public bear in mind that the outsider does not understand technical terms as well as the people in the store and must be told in simple language.

If you expect to be able to trace profitable results to every ad you run you will be disappointed. It is the general cumulative effect that pays in retail advertising.

The more business you get, the more you are going to get because people like to trade at the busy store.

Technical Facts and Figures

AN INTERESTING DEPARTMENT OF TIMELY COMMENTS ON SUBJECTS OF PARTICULAR INTEREST TO THE POTTERY AND GLASS TRADE

NEW METHOD OF WATERPROOFING EARTHENWARE

AN invention for waterproofing and coloring earthenware has been brought out by an English inventor, who states the formula is as follows: White refined paraffin wax is placed in a vessel and melted until very hot, about 300 deg. F.; to this is added 10 per cent. of fine clean rosin, the material being then stirred or agitated, until thoroughly amalgamated, sufficient naphtha of high flashing point about 100 deg. F. or petroleum distillate of light color is then added, and aniline or other dyes of colors similar to the bricks, tiles or earthenware to be treated is also mixed with the material which is kept very hot. The bricks, tiles or earthenware are then immersed in the solution until sufficiently impregnated with the material, then removed and cooled ready for use, color (aniline dyes preferred) of any shade may be added to the mixture in the vessel as required. The rosin stiffens the material held by the impregnated bricks, tiles and earthenware. The various steps of the process, and the proportions of the material, may be varied without departing from the spirit of the invention.

A GAS-FIRED FRIT CRUCIBLE FURNACE

ANEW gas-fired frit crucible furnace built on the principle of a blast furnace as usually employed for the continuous melting of soft metals, such as aluminium, has been patented abroad. The difference between this and the ordinary metal-melting furnace was that the crucible was made with a bib at the bottom, so that when the frit was properly melted it could be drawn off in the same way that molten metal was drawn from a cupola. With this furnace they had no difficulty in getting a temperature of upwards of 3,000 deg. F., which was equal to the melting point of cone, 29, and the furnace was specially designed for the melting of leadless glaze frits. It had the advantage that the whole of the materials were well fused by being kept in a body with the fluxes, so that there was no chance of the fluxes running away before the frit was properly melted. The furnace was firing at the moment in the furnace room below. It was necessary to use a blast furnace when high temperatures were wanted, but there was no reason why an ordinary crucible furnace should not be used for the majority of the ordinary lead frits. The body of the furnace was constructed of the best material procurable for the purpose, and if it was occasionally faced with a mixture of fireclay and silicate of soda it would last for an indefinite period. In some instances this casing was bound in cast iron to keep it together, and in other cases they had, for the purpose

of preventing heat being lost by radiation, lined the outside with some non-conducting material such as slag wool. The many advantages which such a furnace had over the present method of fritting would be seen by an inspection of the furnace working in the laboratory. It was self-setting, could be fixed at any point of a building, and took up very little room. Moreover, it was a cheaper method, as coal gas compared very favorably with the price of solid fuel when used for this class of work. When once the furnace was heated, it could be kept going the whole day, drawing off the frit as it was melted, and recharging it from time to time. In this way the furnace was kept at a fairly constant temperature, and with the use of a pyrometer it was possible to regulate the temperature so as to avoid a variation of more than 10 deg. F. during the whole of a working day.

KAOLIN MINING FAILURES, CAUSES AND REMEDIES

THE failure of the majority of kaolin-mining plants erected in the southern Appalachian region is due chiefly to insufficient or improper prospecting before the establishment of the plant, says A. S. Watts, in a recent bulletin of the Bureau of Mines.

The exposure of a small quantity of high-grade kaolin has resulted in the erection of a plant before the extent of the deposit was definitely determined. After the deposit has proved small or of inferior quality, and in case no other deposit in the district could be efficiently handled by the washing plant owing to its location, the plant is closed and perhaps dismantled, but stands as a warning to future prospectors for kaolin.

Had a thorough investigation of the deposit shown kaolin in commercial quantities, and had the prospects of kaolin from neighboring deposits been ascertained, the plant could have been so placed that its success as an investment would have been assured.

Another cause of failure in many kaolin-mining enterprises throughout this district is the inefficiency of the mining methods employed. The removal of overburden by shafts instead of by open-cuts, the sinking of shafts where bands of quartz are known to exist and must be cut, inability to cope with water in shafts, and the necessary abandoning of much valuable kaolin on this account, are all causes which, combined, have resulted in many failures. Failure to cope with such difficulties can be charged only to poor engineering, since many mines have been successfully operated under exactly similar conditions.

A third cause of failure throughout the region is

the common practice of operating at less than maximum capacity. In a majority of the ventures that failed the mines did not produce sufficient material to operate the washing plant to its capacity and no strenuous effort was made to increase their output. Consequently the operation of the washing plant and many other fixed charges had to be prorated against a reduced production, which changed the balance from profit to loss. Some of these poorly balanced operations have been due to the deposit proving smaller than at first supposed, but in such an event only one course is open to the operator—the deposit must be worked to the maximum capacity of the equipment and when it is exhausted other deposits must be sought.

The difficulties confronting the operator of large kaolin deposits are thus shown to be not inherent obstacles, but rather the result of poor engineering practice.

Several wasteful practices in refining kaolin are prevalent throughout this district, one of the worst being the common practice of dumping all small blocks of mica into the flume, where they are battered about on the journey to the washing plant, results in mixing with the kaolin much fine mica that is removed with difficulty; in many cases this mica is not removed but lowers the grade of the kaolin produced.

Another, equally as bad, is the practice of rushing the kaolin from the mine to the washing plant provides for no blending of material from the various parts of the workings before washing. The small settling tanks and concentrating tanks provide little opportunity for blending large quantities of material. The natural result is a variation in physical properties of shipments from the same deposits, and this discourages confidence in the material produced.

The irregularity with which material is fed into the washing apparatus results in a variation in the density of the slip. When the kaolin slip is dense it may carry a large amount of sand and mica beyond the mica troughs and into the settling tanks. When the slip is thin, all sand and mica quickly settle out in the troughs and only the finest kaolin reaches the settling tanks. Thus the regulation of the crude material fed into the washing plant is an important point if a uniform product is desired.

The development of the kaolin industry in this region is dependent upon the utilization of the kaolin from the dikes, those that are worked at present for mica only and from which the kaolin is wasted. Several of these deposits if worked with due regard for kaolin as well as mica would produce almost as much kaolin as some operating kaolin plants, but in the majority of cases the output would be from 1 to 5 tons per day.

The handling of this quantity of material would not

justify the erection of a power-operated washing plant in most instances, but where several extensive mica mines are producing kaolin as a waste product, a commercial kaolin-washing plant of moderate size could doubtless be operated with profit, the crude kaolin being bought at a price based on its kaolin content. A thorough blending system would be necessary in order to insure a uniform product, and ample storage would be required to carry reserve stock in order to make blending possible. The uncertainties of kaolin mining would be eliminated from such a venture, and since the costs of operating the necessary plant are easily determined, the enterprise should make a safe investment. However, the utilization of kaolin by a central washing plant is only practical when the plant is within a few miles of the source of supply.

CERAMISTS TO CONVENE AT DETROIT FEB. 15

THE seventeenth annual convention of the American Ceramic Society will be held in Detroit, Michigan, on February 15-18. The meeting will begin on Monday rather than later in the week on account of the fact that the National Brick Manufacturers' Association have co-operated in arranging their meeting this year. This is the second time the society has met in Detroit, the former meeting being in 1900.

The following ticket for officers for the ensuing year has been prepared by the nominating committee and will be acted upon at the February meeting: For president, Richard R. Hice, Beaver, Pa.; vice-president, Raymond T. Stull, Urbana, Ills.; secretary, Edward Orton, Jr., Columbus, O.; treasurer, Herford Hope, New Brighton, Pa., and the following for trustees: Homer F. Staley, Ames, Iowa; F. W. Walker, Beaver Falls, Pa., and George H. Brown, Pittsburgh.

Two important amendments to the rules will also be voted upon. It is proposed to charter local sections of the association, the purpose of such sections being to strengthen and extend the work of the society by more frequent meetings in local centres than are possible by the society as a whole, and by bringing the benefits of the work to persons who would not otherwise be reached. Each section will have its own charter and executive officers, the councillor must, however, be an active member of the American Ceramic Society. The second amendment applies to similar organizations to be known as "Student Branches of the American Ceramic Society," and they may be established at institutions in which regular courses of instruction in ceramics are maintained.

A lengthy program of papers is expected and several committee reports will be awaited with interest. Among other things to be discussed will be the possibility of a summer session in San Francisco, in connection with the Engineering Congress and other scientific gatherings scheduled for the Exposition in 1915.



Business and Personal Items About Prominent People in the Different Branches of the Trade

LING—John H. Ling, since the opening of the New York store of Gimbel Bros., buyer and manager for the china and glassware department, is now in charge of a similar department in the Mandel Bros. store, Chicago. Mr. Ling, who is probably one of the widest known buyers in china and glassdom, started his career as a boy with L. Straus & Sons, New York, and while still a young man, has been in charge of some of the largest departments in the East. He succeeds David Saunders at Mandel Bros., Mr. Saunders now having charge of the china and glass department of Stern Bros., New York.

BAKER—A. S. Baker, best known to the trade as "Bert" Baker, has been selected by Lee Schoenthal, buyer for the New York and Philadelphia stores of Gimbel Bros., as his New York assistant. Mr. Baker was for many years assistant to John Hawthorne, at Wanamaker's New York store.

HINES—J. T. Hines is pushing sales and otherwise watching over the Subway china and glass section at Gimbel Bros., New York. He was formerly connected with Selfridges, the great American department store in London, England.

LEMCKE—George S. Lemcke, who was connected with Bawo & Dotter, Ltd., New York, for the past thirty-five years, both as a road salesman and floor man, has joined the forces of George Borgfeldt & Co., New York.

HINRICHS—Louis Hinrichs, the European buyer of L. Straus & Sons, recently returned from an extensive trip abroad, reaching New York in time to spend the Christmas holidays at home.

JASMANN—Albert Jasmann, whose resignation as buyer of china and glass for Meier & Frank, Portland, Ore., was recently announced, has advised friends in the East that he has reconsidered his action and will remain with the house.

GALLAGHER—Frank H. Gallagher, for sometime past

representing the Sterling Cut Glass Company on the road, has resigned his position and engaged with the Cut Glass Products Co.

ERTLE—E. F. Ertle, for the past year or so assistant to John Ling, at Gimbel's, New York, has been transferred to the housefurnishing department as assistant to J. J. Flynn.

FOX—E. H. Fox, for many years connected with the sales force of the Phoenix Glass Company, has retired from the road. He was probably one of the oldest travellers in the trade, in point of service, having started in 1872.

MACKENZIE—Harry F. Mackenzie has engaged with the cut glass firm of Becker & Brisbois, Brooklyn, N. Y., and is at present showing their line at the Fort Pitt Hotel, Pittsburgh, Pa.

NEELY—T. A. Neely, for a number of years buyer of china and glass for Boggs & Buhl, Pittsburgh, Pa., has engaged with the Louis Levien Cut Glass Co., New York, and is showing the line at the Fort Pitt during the glass exhibit.

REIMER—Fred C. Reimer, a well-known china and glass salesman for many years covering the Western territory for Charles L. Dwenger, New York, has joined the sales force of Graham & Zenger, and in the future will show their lines of china and glass to the trade.

SALOMON—H. M. Salomon has been appointed New York representative of the Herwig Art Shade and Lamp Co., and the Pioneer Lamp Works, and is showing their complete sample lines at 109 West Broadway. He was formerly local representative for the Goodwin & Kintz Co.

WALLACH-ZUCKERMAN—Morton M. Wallach and Edward Zuckerman have joined the selling force of the J. D. Bergen Cut Glass Co. Mr. Wallach will visit the trade through the Middle West, while Mr. Zuckerman

will show the full line throughout the Far Western territory.

STOLDT—E. Stoldt, for some years past manager of the French china department of Bawo & Dotter, Ltd., has engaged with Geo. Borgfeldt & Co., and will have charge of their white china department.

DAY—William O. Day, widely known to china and glass travellers, and for twenty-nine years connected with the large department store of Miller & Rhoads, Richmond, Va., first as a salesman and then as buyer for the china and glass department, died at his home in Richmond, December 23. He is survived by a widow, four daughters, two brothers and two sisters.

HANNING—James J. Hanning, formerly china and glass buyer for the Houghton & Dutton Co., Boston, Mass., has engaged with H. P. & H. F. Hunt, 41 Pearl Street, Boston, and will show their lines on the road in the future.

Among the Trade

Notes About New Firms Entering the Pottery and Glass Field and Changes in Old Concern

THE Herbeck Crystal Co., manufacturers of fine crystal cut glass, have moved their New York office and sample room to the Bartholdi Building, 2-4 East Twenty-third Street, where they have much better facilities for showing their line than formerly.

* * *

William M. Warrin, representing the Peters & Reed Pottery Co., Zanesville Stoneware Co., West End Pottery Co., Ransbottom Bros., Dunbar Flint Glass Co., and several novelty and specialty glass houses, has moved his office and sample displays from 23 West Twenty-third Street, New York, to the building opposite, at 16 West Twenty-third Street, where he shares the entire second floor with A. H. Hays.

* * *

The Louis Levien Cut Glass Co., for many years located at 33 Murray Street, New York City, has heard the call of the Uptown District, and moved to new quarters at 164 Fifth Avenue.

* * *

The American Art Glass Co., manufacturers of lamps, shades and fixtures, formerly located on West Twenty-fourth street, New York, are now located at 138 West Fourteenth Street.

* * *

The Hogan Mfg. Co., Nepera Park, N. Y., manufacturers of celluloid caps, have changed their firm name to that of "Celluloid Cap and Metal Ring Co." The management of the company remains the same.

* * *

von Colson-Fay, Inc., Fifth Avenue Bldg., New York City, have been appointed eastern agents for the

cut glass lines of the Central Cut Glass Company, Chicago.

* * *

The cut glass manufacturing firm of Stage Bros., Lawrenceville, Pa., have reorganized and incorporated under the name of Stage Bros. Cut Glass Co. L. W. Stage is president of the new company; W. E. Barnes, vice-president, and J. H. Miller, secretary and treasurer.

RETAIL NOTES OF INTEREST

THE R. H. Rose Mercantile Company, Carthage, Mo., have acquired the stock and business interests of the Model China Shop, of the same city, from its former proprietor C. R. Bishop. The Rose Company operated the shop during the Christmas holidays at its present location but that store will be discontinued and all remaining goods moved to the Rose establishment this month.

* * *

The Danbury Hardware Company, Danbury, Conn., have left the beaten path in regard to retail advertising and are using an interesting prose chat between two young ladies in which one described the beautiful home of a newly wed friend who patronized the Danbury Company's store. The advertisement is run in the regular body type of the paper and has such a breezy manner to it that the reader's attention is held to the end.

* * *

Isaac Davis, a dealer in crockery and housefurnishing goods at 249 Grand Street, New York, has made an assignment. A petition in bankruptcy was also filed against him by his creditors. It was stated that on July 4 last he suffered a fire loss and received \$9,000 cash insurance and the stock of \$11,000.

* * *

EARLY ROMAN POTTERY UNCOVERED IN ENGLAND

THE remains of an urn, which is believed to be the largest early British vessel yet discovered in Lincolnshire, England, has just been unearthed by workmen in a gravel pit on the Canwick Sewage Farm. The urn is about 16 inches high, and of the usual massive type of the period. The thick clay or earthenware is poorly baked, and is decorated along the rim with four lines of markings in a herring bone pattern, and below the rim is marked by oblique curves. The fragile remains are being reconstructed by Mr. A. Smith, curator of the Lincoln Museum. Urns of this description are believed to have been made from 500 to 1,000 years B.C. The collection of Roman glassware in the Lincoln Museum has been further enriched by a very fine glass cup, about 3½ inches high, which was dug up intact during excavations at the works of Ruston, Proctor & Co.

Dealers everywhere read Pottery and Glass.

In the New York Market

A Description of Seasonable and Staple Novelties That
Have Lately Made Their Appearance and Where
to Get Them



THE "Dandy-Line" kitchenware recently placed on the market by the Brush-McCoy Pottery Co., has created considerable interest among visiting buyers at Cox & Lafferty's salesrooms, where the entire line is displayed. This line of goods may be had either in single pieces or in complete set assortments, the latter consisting of five small spice jars, four large jars for tea, coffee, sugar and salt; and a rolling pin with removable wooden handles. The set is contained in a light wood cabinet, the rolling pin occupying the apex. The ware has a yellow body and is banded in white; the lettering is in blue. In addition to the above they are showing a strong line of butter crocks, bowls, etc. Another new and distinctive number in the 1915 line is the Iivotint basket line. This consists of various sized jardinières, window boxes, umbrella stands and pedestals. These also have been well received by the trade.

* * *

The American is a line of tableware recently placed on the market by the Fostoria Glass Company. The pattern is different than anything heretofore shown in pressed tableware, for it has a domino or cubical all-over design which adds greatly to the brilliancy of the glass. This new pattern should prove one of the leading numbers in the Fostoria line both on account of its originality and its crystal clearness. The line consists of a complete assortment of table pieces, jugs, covered jellies, berry dishes, etc., and is on display at their New York showrooms.

* * *

The Jewel Cut Glass Co. are showing a new floral pattern that while up to the usual high standard of quality and workmanship, are very moderately priced. The new line can be seen at their showrooms in the Fifth Avenue Building.

* * *

The new line of cut glass recently put on the market by the Imperial Glass Company is already a favorite with the trade, not only on account of its great util-

ity and reasonableness of price, but for its clearness and beauty. The designs are mostly floral arrangements, in bright and engraved finishes, and make extremely showy pieces. The slight cost of this line gives it a decided advantage over general tableware when the purchaser is looking for glassware that can be used every day in the year.

* * *

The local salesrooms of the Cut Glass Products Co. are showing two new and interesting cut glass patterns in the H. C. Fry line. They are called the "Margaret" and "Florentine" and consist of a combination floral and mitre cutting, in which an engraved effect predominates.

* * *

Of the many new numbers in the 1915 line of the S. A. Weller Pottery Company, shown at their New York office, Fifth Avenue Building, the "Du Pont" line of jardinières, pedestals, umbrella stands and vases is decidedly the most distinctive, both in design and glaze, of anything else shown. The design consists of a light cream lace work over a blue background, in the centre of which a characteristic Marie Antoinette hanging basket is placed. A colored floral pattern encircles the top of each piece. Another distinctive line just brought out by this pottery is called the "Bo Marblo." This is a line of vases in a wide range of shapes, the feature of the ware being that no two pieces have exactly the same markings. This line is in imitation of Italian marble and onyx, its glaze being run on so as to give the desired effect.

* * *

The tableware lines of the John H. Higbee Glass Co. are again on display in the Metropolitan District, Malone & Nicholson, 50 Park Place, having secured the New York representation of this factory. The line has been materially increased since last shown in this market, three new table glassware patterns having been added. The display is now practically completed and a separate room.

Charles Baum is showing a considerable number of new patterns in silver plated mirror plateaux that merit the attention of the visiting buyer. The collection also includes a large variety of trays, of which the No. 2, a round French plate with beveled mirror and polished nickel plated rim and handles, is worthy of mention. This tray is made especially for water, wine and whiskey sets, and can be delivered at a price that enables the retailer to meet any competition. From ten to twenty thousand plateaux are carried in stock by this house at all times.

* * *

The 1915 collection of the celebrated Ahrenfeldt china, Limoges ware, shown by Herman C. Kupper, 50 Murray Street, is fully as complete, both in numbers and artistic beauty, as any heretofore displayed. The line has been considerably brightened this season and the patterns show the wonderful old colorings of early France so well liked on the "Chantilly" and "Rouen" patterns of this factory. One feature worthy of mention is the solid color border with an inside border of bright florals set in antique scroll. This line comes in a great variety of color combinations and will undoubtedly meet with a strong demand, it having a character and distinctiveness that will appeal to the discriminating public. Mr. Kupper is showing a new shape cup in the "Bordeaux" pattern that is fully as attractive as the previous shape "Lorraine" that proved so popular with the trade last season. The new cup has a straight edge and was designed by Mr. Kupper while at the factory last summer. The salesmen will carry the new samples on their next trip and are very enthusiastic over the new line.

* * *

The complete line of French china to be shown by John J. Hines this season has arrived and is ready for the inspection of the trade at his showrooms, 25 West Broadway. Included in the collection are some exquisite gold encrustations, hand painted and decal dinnerware patterns and the usual large assortment of hand painted fancy pieces. Special attention has been given to the various sets in the collection and they are executed in the same careful and artistic manner as heretofore.

* * *

Carrollton, Ohio.—The Albright China Company and the Carrollton Pottery Company have established a new system of water supply, for mechanical purposes, and are laying a water pipe line from their respective plants to a large pond in the neighborhood of the factories. The new plan will be a great saving on the consumption of the town's water supply, the township water service being retained for drinking purposes only.

The Planner Versus the Plugger

(Continued from page 8)

viding he gets the right viewpoint, and mentally sees his business as he ought to see it.

BLOCKS OWN SUCCESS.

There is a manufacturer who blocks the door to his own success. So long as his business was kept down to \$1,000,000 he was all right. It was still a "one-man" business; he dominated it. No announcement of the company could do without his personal supervision of the wording of that announcement. No new design in the machine shop could be made without his personal investigation and O. K. Nothing about the company could be put into operation until he had the time to pass on it. Any business man with an open mind and with experience knows that a business run in that way is so terribly handicapped that it cannot be a great success.

BEST THOUGHT OF EVERYBODY.

This is an age of committees, and conferences and boards of directors. The best thought of everybody is the business slogan of the day. "It matters not whether it is the office boy, the foreman of the shop, the wagon driver, the bookkeeper, a stenographer, the casual remark of a customer, the profound thought of the president, or a retort of the treasurer, if in any way it is valuable to the company, use it for all it is worth." This is what every wide-awake, progressive, growing business man is saying.

CUTTING OWN NOSE OFF.

Not long ago a business man, who has made somewhat of a success, sent his advertising manager out on the road for a month's trip, to see if he could find out why his goods were not selling better. The advertising manager came back with his eyes wide open to the feeling of the retail trade towards this man's goods. He had learned from the retailer why the public did not buy these goods in larger quantities. He knew; he was no longer puzzled as to why the goods did not sell; his mind was clear. He came back feeling that at last he could be of great service to his employer.

He went to his employer, and told him in his most enthusiastic and emphatic way what he had learned, and what must be done to let the business grow the way it deserved to grow. The manufacturer listened, said nothing. The next morning he let the advertising manager go.

A Chapter from "Where Have My Profits Gone?" by M. P. Gould, an interesting volume for the man in business who is anxious to get ahead.

(To be continued.)

Your troubles may annoy you, but they will annoy the more if you countenance them.

It is foolish for you to work for the future when your interests lie in the present.

Cost and Efficiency Systems for Glass Houses

(Continued from page 15.)

nated. A man was appointed to look after the purchasing, and keep in touch with the markets at all times, thereby eliminating this source of loss. In this manner the material cost was reduced to 11½ per cent. as compared with 14½ per cent. in Fig. 1.

LABOR: In making an analysis of the various labor operations it was discovered that some of the employees were producing considerable more ware per hour than others. In a number of cases the production per man was falling below the union move. By establishing a standard to work to, and then following up this standard continually, made it possible to either increase the move on various articles, or find the reason for the low move. In some cases it developed that certain employees had become more proficient in making certain articles than others. The solution was then to find the class of work that each man was best fitted for, and then give him, as far as possible, this class of work to do.

New equipment and change of process was another means of increasing production. All of these methods tended to increase production, and at the same time increase the earnings of the employee. Such elements as diversity of design and soldiering, could not be entirely eliminated, but were reduced. This reduced the total labor cost to 20 per cent. as compared with 23 per cent. on Fig. 1.

EXPENSE; LOADING AND HANDLING: By installing efficient conveyors for handling and loading finished stock in the warehouses and on cars, making uniform floor elevations where trucking was necessary, and putting some of this work on a piecework basis, it was possible to curtail this loss.

POWER SYSTEM: By centralizing the power plant, testing out motors, and getting motors of sufficient capacity, to carry the maximum loads, installing efficient engines and compressors of sufficient capacity to carry maximum loads, correcting defective transmission systems, utilizing air, steam, etc., to better advantage on presses and other equipment, it was found a general saving could be made in power. The administrative and selling departments were re-organized. Cost and accounting systems installed, and as a result the expense was reduced from 16½ per cent. to 11.8 per cent.

SELLING PRICE: After figuring out the cost on all articles produced, it was discovered that many articles were being sold at cost or below. On the other hand articles that showed a good profit were not selling very rapidly. It was then decided to reduce the price on profitable ware in order to increase sales in this particular class. By increasing the sales in this class of ware, it was possible to eliminate some of the unprofit-

able ware, at the same time it developed that the competition was not as keen on the profitable ware at the reduced price. In this manner the reduction in selling price was changed from 45 per cent. to 40 per cent.

PROFIT: Maximum selling price 100%
Less reduction in selling price..... 40%

Net selling price 60%
Cost 43.3%

Net profit 16.7%

Profit as per Fig. 2..... 16.7%
Profit as per Fig. 1..... 1%

Increase in profit 15.7%

It will be noted that Charts Fig. 1 and Fig. 2 are drawn to scale, and the space allotted to each item of expense is in the same proportion to the total chart as the expense is to the maximum selling price.

IRELAND CAN USE AMERICAN GLASSWARE

IF American manufacturers can produce glass tableware and receptacles at low prices there is an excellent opportunity for sales in Ireland at present, reports Consul W. Frost, from Cork, Ire. The supplies of molded glassware, especially drinking glasses, have for many years been secured largely from Belgium, Germany, and Austria; and it now appears that English glassmakers are not eager to cater for this class of trade. The same condition exists as to lamps of poured or molded glass, which are sold in this consular district in large quantities and at very low prices. Dealers in glassware and lamps are at present selling from stocks laid in prior to the war. The entire United Kingdom appears to be in much the same state as regards the tableware supply. Bar glassware is also in much demand and could be easily handled by United States manufacturers.

Many lines of molded glass dishes have been brought here exclusively from the Continent; and if American makers can produce an exceedingly cheap product in fruit and pickle dishes, pitchers, and similar receptacles they can dispose of good quantities in Ireland. Scotland and the north of England produce cheap glassware in considerable quantities and are apt to expand their trade in some degrees. Their present prices, however, are said to leave room for outside competition.

No glass manufacture is carried on in the Province of Munster at present, although half a century or more ago the Cork and Waterford cut glass had a world-wide reputation. Glass and dishes from the Continent are purchased largely through London agencies, and owing to freight conditions and the lack of direct steamship connection with the United States, it is probable that American firms could best approach this market through London.

News from the Potteries

CAMBRIDGE, OHIO.—Another prominent pottery man has been added to the force of the Guernsey Earthenware Company recently, Dr. Casey having secured John H. Herold of Golden, Colo. Mr. Herold has a national reputation as a manufacturer of both art wares, cooking ware and chemical porcelain and was head of the Herold Porcelain and China Company of Golden for some time past, where his work attracted the attention of Dr. Casey.

Mr. Herold, by diligent work and years of study, has produced with our raw materials, a product equal in quality to that of the Royal Berlin Factory. The Herold porcelain is in use and has the endorsement of such eminent authorities as Professor Fleck of the Colorado School of Mines, which is the largest institution of its kind in the world.

The ware will be manufactured not only in the shape of crucibles, evaporating dishes and other vessels for chemical laboratory use, but also in casseroles and many utensils for the home.

In addition to mints, the ware is used in the laboratories of high schools, colleges, all manufacturing institutions where it is necessary to assay minerals and where the requirements are of the most exacting nature. The porcelain to be produced under the supervision of Mr. Herold, vessels for home use, are also indestructible from heat, something that cannot be claimed for any other American cooking ware made, to date. Material has been ordered, moulds are being made and samples of this ware will be on exhibition by the middle of February.

Dr. Casey is surrounding himself with a corps of able assistants, who will be needed in carrying out the increased business of the company.

* * *

East Liverpool, Ohio.—E. Roy Colclough, assistant secretary of the Smith-Phillips China company severed his connection with the local concern the first of the year to assume charge of the offices of the Summit China company at Akron. Mr. Colclough left the Smith-Phillips China company after nine years of service. The Summit China company has been recently reorganized by its owners, Messrs. Bowman, of Cleveland, and started operations after the first of the year.

* * *

Rochester, N. Y.—The Pennsylvania Feldspar Company's buildings on the Genesee River, near Charlotte, N. Y., were recently destroyed by fire of unknown

origin. This company was engaged in the crushing of feldspar received from Canadian mines and utilized by manufacturers of porcelain, etc. It is believed that the plant will be rebuilt immediately.

* * *

Trenton, N. J.—The National Porcelain Company started the erection of its new pottery plant on the site recently purchased through the Van Horn Company. The plot is located on Southard Street, adjoining the Pennsylvania Railroad.

* * *

Zanesville, Ohio.—A new stoneware cap factory has been started here by Dunn & Day, a Brooklyn, N. Y., concern who recently secured an order from a Chicago house for three hundred and fifty thousand stoneware jugs and jars with caps, delivery to commence by February 15. The concern will incorporate under the laws of the State of New York.

NEW FIRM TO MAKE CERAMIC CHEMICALS

THE Schmidt Ceramic Chemical Company, a new firm recently organized under the laws of the state of Illinois, with a paid in capital stock of \$100,000, have opened a factory in Porter, Indiana, where they will manufacture a full line of chemicals, colors, etc., for pottery, glass, terra-cotta and decalcomania manufacturers. Special attention will be given to the production of liquid bright gold, silver, platinum and copper preparations, and also a full line of overglaze colors, powders and liquid underglaze colors, lustres, Majolica colors, enamels and glazes.

The organizers of the new company are all men of wide practical experience in the line, both as owners and operators of potteries and color factories in Europe, the general superintendent being one of the leading experts of Europe in these lines.

They expect to manufacture a liquid gold which will come from the kiln with a perfect matt effect, necessitating neither polishing or burnishing, as well as a great number of improved colors and glazes for the pottery and glass trade generally.

The main office of the Schmidt Ceramic Chemical Company has been established at 105 West Monroe Street, Chicago, Ill., and the opening of the factory is the result of a thorough investigation extending over a number of years to ascertain whether a full line of the ceramic colors and golds of the same quality as the best European productions could be manufactured in this country.

Lamp Lighting Fixtures, Shades & Art Metal

MAKING ARTIFICIAL DAYLIGHT

IN order to arrive at a perfect simulation of daylight all tones and shades (or spectra) must be absorbed from the artificial illuminant. When this is done successfully (though it can never be done completely) the result is admirable.

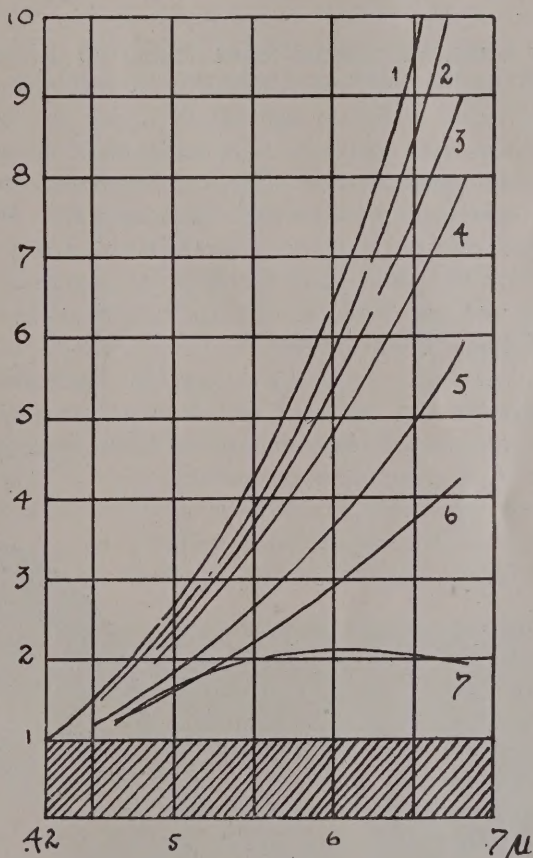
The first successful practical application of the absorption method of producing artificial daylight was made by Dr. H. E. Ives, who carried the difficult and laborious research and experimental work upon which the solution of the problem depended to a commercially satisfactory conclusion. The results of his early experiments were embodied in practical form a few years ago in an artificial daylight producer utilizing the tungsten lamp as the original light source. Later research indicated the possibility of a closer approach to average daylight than was obtained with the earlier device, and the results of his recent investigations have been applied to the construction of a device in which the faults of the earlier apparatus are eliminated, and which may be used either with the Welsbach gas lamp or with the tungsten electric lamp, the only difference being in the dyes used upon the second screen.

The gas mantle is preferable to the electric source, however, since the light from the latter changes in composition with burning and with different voltages, while the gas lamp suffers no changes of a corresponding nature.

The Welsbach mantle is of a special composition which maintains a uniformity in the color of light emitted throughout life and is in itself a much nearer approach to daylight than any other artificial incandescent light source. This reduces the loss of light through absorption—a very important matter, since even with this mantle it is necessary to absorb 90% of the original light. Since the resulting artificial daylight is comparatively expensive at best, the desirability of utilizing economical light sources with which the least loss through absorption is attended is obvious.

A further advantage of the use of the Welsbach

mantle lies in the fact that different mantles may be furnished which in the same apparatus enables an



Curves showing amount of spectra of various light sources which must be absorbed to give white light.

Shaded area—white light.

1. Glow lamp, carbon, 4.85 watts per M. S. C. P.
2. Glow lamp, carbon, 3.75 watts per M. S. C. P.
3. Glow lamp, metallized, 3.1 watts per M. S. C. P.
4. Glow lamp, tantalum, 2.6 watts per M. S. C. P.
5. Glow lamp, tungsten, 1.58 watts per M. S. C. P.
6. Acetylene.
7. Welsbach mantle, $\frac{3}{4}$ % cerium.

exact duplication of either average north skylight or direct sunlight. By this means the variation in hue or match between these two extremes of daylight may be determined without dependence upon outside weather conditions.

WAR OPENS SOUTH CHINA LAMP MARKETS

LAMPS and lampware valued at about \$45,000 are imported yearly into China. The Standard Oil Co. does some business in this line, chiefly in nickel table lamps and lanterns, but by far the greater proportion is German and British goods. The most widely used kind is a hanging lamp with chains on rollers for height adjustment, with gilded iron frame, plain or decorated shade, and plain glass oil bowl, which retailed at \$1.03 before the war. Another hanging lamp of similar type, but larger and of somewhat better quality, retailed at \$1.94.

Price's candles are the most popular and command the greatest sale. Before the war Chinese retailers were paying \$2.50 per case of 25 packages. Each package contains 6 candles 9 inches long, weighing 13 ounces net. The usual credit to Chinese dealers is 30 days. American manufacturers might do something in these lines via Hongkong or through local importers.

SOUTH AMERICA OFFERS RICH FIELD TO UNITED STATES DEALERS OF LIGHTING GLASSWARE

THE wide-spreading use of electricity in South American countries is opening up a valuable field of commerce to the domestic manufacturer of lamps, lighting fixtures and lighting glassware. Foreign glass and metal houses have held this trade securely for sometime past, but with the cessation of shipping the demand must of necessity be filled by the United States manufacturers.

What American lighting glassware has been shown in South America has been well received, our higher prices being the only objection of the South American dealer. Our manufacturers should be able to meet this objection as it should mean a most profitable field for an extension of our foreign trade.

Some attractive novelty portable lamps are shown this season by Will & Baumer, New York, one of which is a smoker's set, consisting of a large tray attached to which are the lamp standard with silk shade, a cigar holder, match safe, ash receivers and cigar rests. The entire piece is finished in a deep verde with a dull green shade and make an extremely attractive appearance. The same idea is worked out in other sets, a desk set with ink wells, stamp box and pen holders and wiper being especially good. The lamp can be moved around easily and both are ideal for the den, living room or hall.

The Pittsburgh Lamp, Brass and Glass Co. are showing a number of excellent lines of lighting glassware for semi-indirect lighting systems. The "Delica" white glass in the Sheffield pattern is one of the new styles, and has enjoyed a steady sale. This line is remarkable for the soft but almost natural white light it throws and is used in public buildings, halls and restaurants throughout the country. Another interesting line they are showing is an electric globe shade in a great range of colorings, the feature of which is the draped fabric and fringe design of the glass shade.

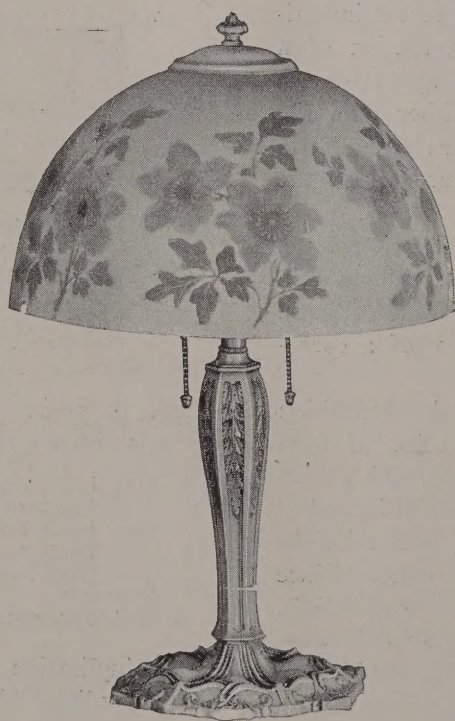
NEWARK POTTERY EXHIBIT OPENS FEB. 1

IN addition to the large exhibit of commercial pottery and clay products to be shown at the New Jersey State Pottery Exhibition, Newark, N. J., commencing February 1, under the supervision of the Newark Museum Association, there will also be a large number of important historical pieces placed on exhibition by individuals and Ceramic Clubs. One of the most interesting pieces to be shown is a piece of what is believed to be the old "Coxe Chiney," a product of the first pottery in America. This piece will be loaned by Dr. Edwin A. Barber, an authority on American pottery and director of the Pennsylvania Museum of Industrial Art, at Philadelphia. Dr. Barber believes the fragment came from the Burlington kilns of Dr. Daniel Coxe, one time governor of West Jersey, and that it dates back to about 1685.

"At that time, the end of the seventeenth century," says Dr. Barber, "the only white ware made in England was Delft, which was coated with a hard, white tin enamel. This Burlington piece was evidently intended for Delft; its glaze is identical, but the body, instead of being white, is a coarse red pottery, like brick, to which the glaze could adhere but imperfectly."

This inharmonious combination of base and glaze is a "mute evidence" of its origin.

In addition to the New Jersey products on exhibition, visitors will find the permanent collections of the museum interesting, each group representing the work of some American pottery of prominence, some of which are from the Clifton Potteries, Newark; Van Briggles, Colorado Springs; Marblehead, Hampshire, Volkmar, Rookwood, Lenox, Fulper, Moravian, Robineau and Grueby. A number of foreign collections are also included in the permanent displays of the Museum Association and will be included in the exhibition.



One of the pretty floral shades used on the line of portables manufactured by Weidlich Bros. Mfg. Co.

Proper Lamps and Lighting

(Continued from page 11)

sign appropriate for such usage, Fig. 3 and Fig. 4 indicating the extreme simplicity of the arrangement. Many fixture manufacturers sniff contemptuously at the decorative possibilities of indirect and semi-indirect lighting, but only those who are too ignorant and bigoted to keep in step with progress. I have employed the term "tedious conventionality" and do not wish to be misinterpreted. Indirect lighting, contrary to erroneous impressions gathered from the trade journals, which are really catalogs of lighting devices, does not imply exclusively, opaque, or non-transparent bowls hung from the ceiling. Luminous bowls can be used for indirect lighting when the greater part of the light is directed upon the ceiling, and only enough allowed to pass through the bowl to best express its beauty. Fig. 5 illustrates this point. The bowl on the left is Italian Alabaster, but one would never recognize it as such, the excess light transmitted causing it to resemble a cheap ground glass globe. The effect on the right (Fig. 5) results from cutting down this excessive transmitted light by placing a reflector over the lamp, allowing only enough light

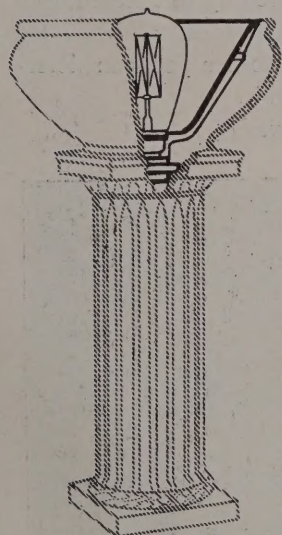


Fig. 3—One way in which a bowl and statue may be utilized for indirect lighting.

to escape *through* to bring out the pictorial beauty of the stone with its delicate veins and clouds. Having established this point let us consider for a moment Fig. 6. There are occasions when an opaque bowl harmonizes with a preconceived decorative scheme, and Fig. 6 is such an one. Personally, I am partial to a visible source of light. Not because of the un-naturalness of a room lighted from a dark suspended mass, but rather on account of the pleasure which is conveyed to the eye by a beautiful bowl, of

sympathetic design, glowing with a soft, warm light. But an opaque bowl need not appear dark—exteriorly. The oft voiced criticism that the detail of these opaque bowls is generally lost in shadow is specious, with the exception that the photographic camera does not always reproduce with fidelity artificial lighting—as it appears to the eye. From an inspection of Fig. 6 one would gather that this criticism did apply there, and that the lower part of the hanging, opaque bowl *was* dark and indefinite, yet it does not appear so to the eye. There is really no mystery about this peculiarity. The light which strikes the ceiling *from*

the fixture is directed and diffused, *downwards*. It strikes the floor, furnishings and surroundings. These in turn redirect it again, *upwards*. This is why in halls and corridors with white marble floors there is never any lack of detail on opaque fixtures hanging above, while *au contraire* with dark floors, no light is redirected from the floor to the ceiling, and the bottom of the opaque fixture remains dark, and indistinct. The

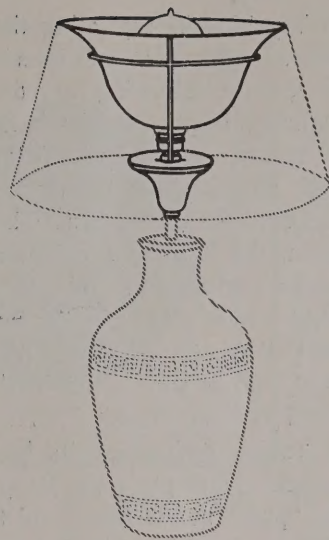


Fig. 4—A vase converted into an indirect lighting fixture. The silk shade is used to cover the fitments.

catalog rules given by manufacturers of indirect lighting equipment refer to standard fixtures containing lamps of varied sizes, and except in cases like Fig. 6 it is impossible to select fixtures of this hanging type which will satisfy the high ideals of the modern decorator. All these catalog "rules" are evolved by infantile "Illuminating Engineers" (utilitarians in embryo) and you will search in vain for any mature, practical suggestion of value to those who are not exclusively interested in "foot-candles" and "candle-power," and the other terminology of the utilitarian.

All such stereotyped rules have as an object the one thing we wish to avoid—uniformity of illumination. To reiterate, there is no preconceived plan for designing lighting which as a part of its decorative environment shall possess esthetic value.

But there is a way which enables any decorator to

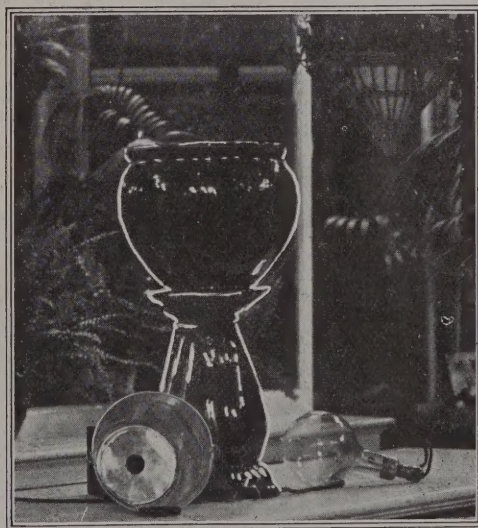


Fig. 7—The necessary "ingredients" for the pail and lamp method of light determination.

satisfy himself regarding the lighting effect which is best suited to a certain interior, and this is it. Buy or borrow the following ingredients: A tin pail, a Westinghouse Improved Mazda lamp (500 watt size), and 15 feet of electrical conductor (known as lamp cord), with an attachment plug at one end and a Mogul socket at the other. Take these "ingredients" to some room, the lighting problem of which is keeping you awake nights, and "mix them" according to Fig. 7. First knock a hole in the bottom of the pail. Place the pail where you would place the urn, vase, or pedestal, and at such a height that a person six feet tall could not see "inside." Then take the lamp out of its carton and screw its base into the large Mogul socket. Next place the lamp in the pail, and connect the "plug" at the other end to any convenient socket. If the ceiling is white, or nearly so, you will be surprised and disappointed. Surprised at the volume of light, and disappointed by its harshness and garishness. The interior will look as cold and uninviting as a mortuary. Look at your assistant's features (for we presume you have not undertaken this daring investigation single handed) and note how every defect in his countenance is brutally revealed. Fig. 7-A is the way a handsome Jersey City boy (not the author) looked under such a white light. The companion picture shows the transformation caused by placing a strip of amber film over the lamp and pail, making the boy appear human again. You will be pleased to note the at-

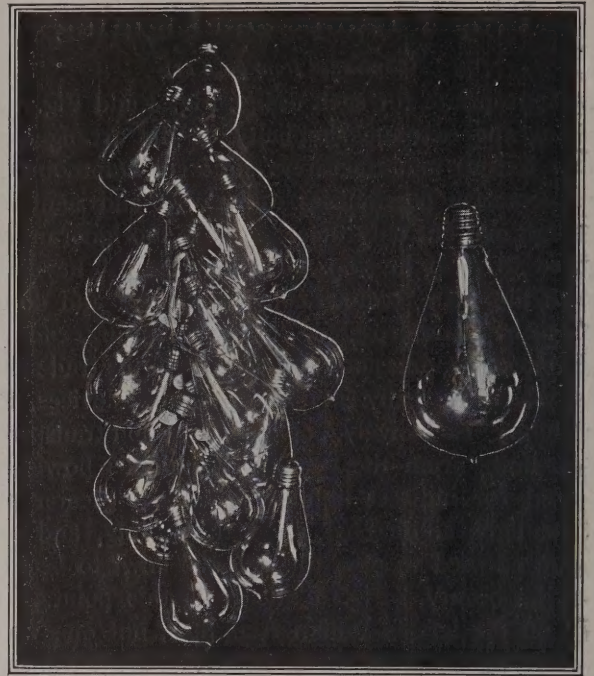


Fig. 1—A startling illustration: The twenty-three carbon lamps on the left give a light that is more than equaled by the solitary globe on the right.

mosphere which is instantly created by this warm, rich light—akin to the glow of myriads of candles. By placing one strip of film over another you can determine just the right density of color.

(To be continued)



Fig. 6—A Louis XVI interior in which the opaque bowl harmonizes with the ensemble.



From All Over the World

LITTLE NOTES OF INTEREST TO
THE TRADE PICKED UP FROM
DIFFERENT PARTS OF THE GLOBE



U. S. GLASS IN DEMAND BUT FREIGHT TOO HIGH

THESE is a good trade in Seville for American glassware, the superiority of which is recognized, but heretofore business has been impossible owing to the prohibitive freight rates. Most of the glassware imported from America has been what is known as molded glass, where the prices compare favorably with those of other countries. American porcelain has not been imported here to any great extent. All china and glassware received here is packed in barrels with straw or wood shavings.

This glass of goods is sold throughout this district in large quantities by the local grocery shops, china-ware stores, and miscellaneous dealers. Stocks are kept on hand by wholesalers, who distribute to the interior. Transportation to the interior is by rail and mule back, the goods being repacked in Seville before shipment.

The principal point to consider in this trade is price, as against quality, the former being more important with local buyers.

* * *

During the past year Brazil imported tumblers and goblets to the value of \$73,025, of which but \$11,237 came from the United States. Here again Germany leads with a total of \$35,280. With our vast glass manufacturing plant turning out every variety of tumblers and goblets we should be able to take care of the entire export trade of these two items.

* * *

A consular officer in Cairo, Egypt, reports that the United States could supply glassware, lamps and china-ware in that district, there being a strong demand at present.

* * *

Dealers in Argentine state that there will be a good demand in the near future for glassware and crockery when all available stocks are exhausted. Glassware comes largely from France, Germany and Belgium. Cheap ware, for which the demand is largest, is imported chiefly from Germany. There should be a good opening in this line in the near future. Bottles and

lamp chimneys will also have to be imported from the United States.

Great Britain and Germany are the principal sources of supply for crockery. Much of the cheap crockery sold by department stores comes from Germany. Here again some difficulty will be experienced on account of models. For the present, models as much like the European as possible will find the best market. In case the European situation cuts off supply after present stocks are exhausted, American models may replace those heretofore in use, as this is after all largely a matter of habit.

* * *

Recent American consular reports begin to mention a demand in Europe for American-made lighting accessories, tumblers, wine glasses and goblets, etc. It is believed that if the war continues any length of time the trade developed will be considerable. A report from the U. S. consul at Birmingham says: "Birmingham silver and silver-plate manufacturers had been accustomed to obtain a considerable proportion of their glassware for articles of silver or silver-plated and glass goods from Germany and Austria. The glass makers of Birmingham and of Stourbridge in this district have advanced the local glass prices 10 per cent, and though there is no present great demand for glass for jewellery purposes, it would pay American cut and crystal glass manufacturers to investigate the openings in England. Already one firm has largely popularized American cut glass for ornamenting silver-plated metal, and the present opportunity is one that should not be neglected."

* * *

Consul General Joseph I. Brittain, located at Auckland, New Zealand, states that glass and glassware was imported into that country during the year 1913 to a value of \$1,221,375 against importations in 1912 to a value of \$987,656. The contribution from the United States in 1913 was valued at \$66,817. In 1913 England sent \$530,305 worth of glass and glassware to New Zealand. Germany contributed \$260,935 worth in 1913 and \$219,360 worth in 1912.

Murano Glassware---its decline and revival

(Continued from page 9)

turies, which made Murano famous, was divided into various classes, each having typical characteristics of its own: (1) White transparent glass vases; (2) colored glass vases; (3) enamelled and gilt vases; (4) colored filament vases; (5) filigree vases known under the special local names of Vasi a Ritorti and Vasi a Reticelli; (6) mosaic vases.

In some of the white transparent glassware vases lines of colored glass were applied exteriorly, after the Byzantine style, in others sparks or particles of gold were mixed in the glass paste by a process which has been lost and remains unknown. The great master of colored glass in the fifteenth century was Angelo Beroviero. The enamelled and gilt vases were not typically Venetian, the workers copying them from Byzantine specimens. The colored filament glasses were most complicated and were made out of thirty to forty canes of variously prepared glass. Mosaic vases were also called Fioriti and Millefiori (a thousand flowers); their patterns were of infinite variety, symmetrical, starlike. They were formed by arranging side by side sections of glass cane which were made in different colored rods of glass, and bound together by heat. Besides these wares "Cameo glass" was made at Murano by covering a mass of molten glass with one or more coatings of a different colored glass.

When the art of Venetian glass makers declined, they went in for extravagant unsuitable shapes, such as drinking glasses made in the shape of ships, lions, birds, whales, etc., and fine art was defiled. The death-blow was given in the beginning of the eighteenth century, when Bohemian glass was at its best and competed with Murano glass, to the latter's detriment; the Venetian workers were beaten in their art, and they ceased to make elaborate pieces of exquisite filigree in fantastical patterns, for which there was no demand, and they kept to the more common glass articles in ordinary shapes and colors, for which there was a sale.

When the ancient art was revived (1816-1890) a new era began for Murano glassware; many of the old processes were re-discovered, all the old marvelous colors were made; and now in the Murano factories rose patterns, flowers, wonderful mythological beings, quaint figures of all kinds, candelabra, wrought in patterns of flowers carried out in their natural colors, table centres, vases, cups, glasses, all rivalling each other in splendor. The blending of the blues, the greens, the reds, the violets are typically Venetian and a gift the glass workers have had handed down to them from the originators—their ancestors.

OBITUARY

GEORGE W. ROBERTSON.

George W. Robertson, formerly head of Robertson Art Tile Co., Morrisville, N. J., died in Los Angeles, Cal., last month. Deceased was eighty years old and came of a family of great Scotch potters. He was first identified with the Low Tile Co., of Chelsea, Mass., but sold his interests in 1890 and organized the Norrisville company. He retired four years later and returned to Chelsea.

GEORGE W. ALMY.

George W. Almy, an old-time china and glass jobber, and for many years engaged in business in the Bedford section of Brooklyn, N. Y., died at his home in that city last week. Mr. Almy was born in Newport, R. I., and was sixty-eight years old. He is survived by a widow and one daughter.

JOSEPH T. CAREW.

Joseph Thomas Carew, head of the Mabley & Carew department store, Cincinnati, died at his home in that city last month after a short illness. Deceased was born in Peterboro, Canada, January 2, 1848. His father, Robert S. Carew, was an Irish gentleman who immigrated to America in the early forties. As a very young man he started in mercantile pursuits as a clerk in his native town for the house of Fairweather & Co. After a short experience there he went to Detroit and secured a place with C. R. Mabley in the Star Clothing House of that city. Young Carew developed so much talent that the shrewd Mr. Mabley recognized his possibilities, and rapidly advanced him until he became manager of the Detroit store. Deciding that he wanted to exert his talents in some other city C. R. Mabley sent Carew to Cincinnati in 1877 as manager of the Mammoth Clothing House, which was in one room on one floor of the site of the present vast establishment. For fear that Mr. Carew might start in business for himself Mabley made him a partner in the early eighties, and then was laid the foundation of the house of Mabley & Carew, which in 1894 became the Mabley & Carew Company.

While devoting most of his time to the growing business, Mr. Carew was frequently called upon to give his services for the benefit of his fellow citizens. He was prominent in most of the fraternal and civic organizations. He was a member of Lafayette Lodge of Masons, a Knight Templar, Shriner and Elk, as well as a member of the Chamber of Commerce, Business Men's Club, Commercial Club, Piccadilly Club, Merchants and Manufacturers' Club and Queen City Club.

Joseph T. Carew was among the first to recognize the value of extensive advertising and judicious catering to the demands of the public.

ELECTROLYTIC ART METAL CO. TO LIQUIDATE

COUNCIL for the Electrolytic Art Metal Company, manufacturers of cut glass and silver deposit ware, with a factory at Trenton, N. J., and offices at 10 East Thirty-third Street, New York, has advised the creditors of the concern that the company is financially embarrassed. The capital has been used and money to the extent of \$100,000 has been borrowed and used in the business, and it is impossible to continue.

According to the figures presented by the attorney, the total assets of the concern will amount to about \$47,090, of which real estate is put at \$15,000, machinery at \$3,000, furniture at \$1,000, accounts receivable at \$14,000 and stock, raw and finished, \$14,090. The liabilities are given as \$119,107, of which the largest items are loans amounting to \$85,521; amounts due banks, \$11,600; a second mortgage of \$10,000, and a first mortgage of \$4,000. There are taxes due amounting to \$1,500, while on open accounts the concern owes about \$3,274 and on notes payable, \$2,762.

The mortgages practically eat up the real estate, and, deducting the taxes and the amount of assets hypothecated as security, there is left about \$12,500 to satisfy claims of about \$84,507.

The directors of the concern offer the creditors the choice of three propositions: (1) To permit the liquidations of the assets by the board of directors, subject to supervision of the creditors. (2) To pay creditors who do not want to wait for this liquidation

an amount equal to 10 cents on the dollar in cash. (3) To have the company to go into a receiver's hands. Creditors to the amount of about 80 per cent. of the indebtedness are already in favor of having the creditors liquidate the concern.

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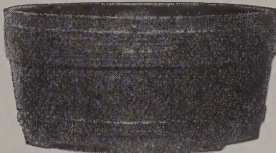
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	Page
Baum, Charles	32
Brush-McCoy Pottery Co.....	4
Cawthra & Co., T. A.....	32
Central Glass Works.....	2
Drakenfeldt & Co., Inc., B. F.....	34
Duncan & Miller Glass Co.....	2
Fostoria Glass Co.....	5
Glass Cutters Supply Co.....	33
Graham & Zenger.....	4
Hanovia Chemical Co.....	35
Harshaw, Fuller & Goodwin Co.....	35
Harvey, I. R.....	33
Haviland & Abbot Co.....	4
Haviland & Co.....	3
Herold & Jarrett.....	35
Huott Pub. Co.....	33, 35
Kupper, Herman C.....	36
Maag, Edward	31
Mitchell Grindstone Works.....	33
Oriental Glass Co.....	31
Paper Makers Chemical Co.....	34
Penna Salt Mfg. Co.....	34
Peters & Reed Pottery Co.....	31
Rawsthorne Eng. Co., Robt.....	33
Roessler & Hasslacher Chem. Co.....	34
Sebring Pottery Co.....	4
Taintor Mfg. Co., H. F.....	34
Wengers, Ltd.	35

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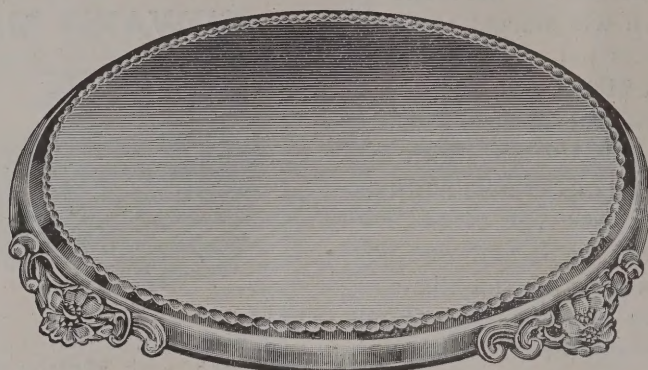
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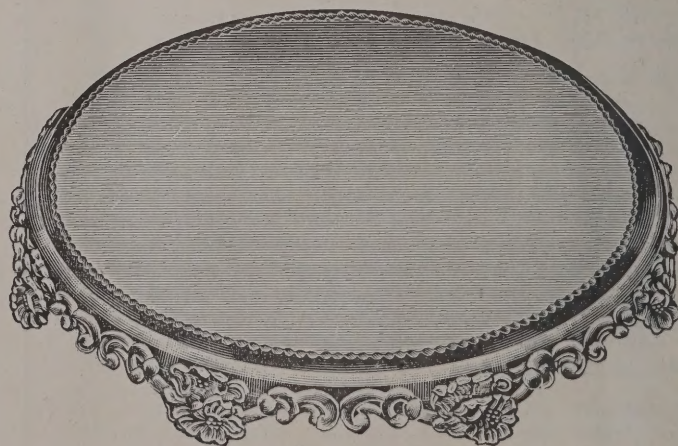
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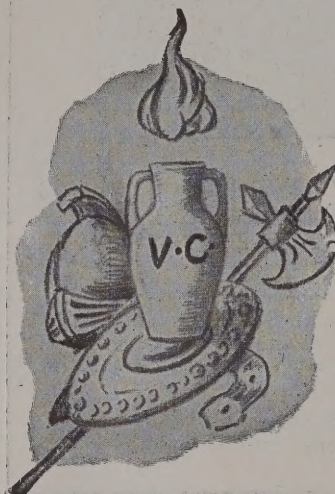
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